

URBAN/MUNICIPAL

CA4 ON HBL V89

A35
1993 -

AGENDA / MINUTES OF THE
HAMILTON ENTERTAINMENT
AND CONVENTION FACILITIES INC.
MEETING OF THE BOARD OF DIRECTORS



Hamilton
Entertainment
and Convention
Facilities Inc.

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

MEETING OF THE BOARD OF DIRECTORS

**Friday, February 26, 1993
8:00 a.m.**

**HAMILTON CONVENTION CENTRE
Room 314**

ORDER OF BUSINESS

DECLARATION OF CONFLICT OF INTEREST

1. Opening Remarks

ACTION ITEMS

A. Operations Committee Second Report of 1993

Attachment A

B. Finance and Administration Committee Second Report of 1993

Attachment B

**C. Community Dinner: 55th Annual Dinner - Advertising & Sales Club
January 24, 1994**

Attachment C

INFORMATION ITEMS

2. Correspondence

Attachment 2

3. Minutes of Meeting Held February 8, 1993

Attachment 3

3.1 Errors or Omissions

3.2 Motion for Approval

4. Business Arising From the Minutes

5. Private and Confidential

5.1 Contractual Matters

**Regular Agenda
February 26, 1993
Page Two**

6. New Business

- 6.1 Arts Awareness Week :
Hamilton Place 20th Anniversary Celebrations

Mayor Morrow
No Copy

7. Other Business

8. Date of Next Meeting

*Friday, March 26, 1993
8:00 a.m.
Hamilton Convention Centre
Room 314*

9. Motion to Adjourn

OUTSTANDING BUSINESS

Nil

February 22, 1993
Patricia Bennett
Secretary to the Board of Directors



Digitized by the Internet Archive
in 2026 with funding from
Hamilton Public Library

<https://archive.org/details/32022213353796>

A

OPERATIONS COMMITTEE SECOND REPORT OF 1993

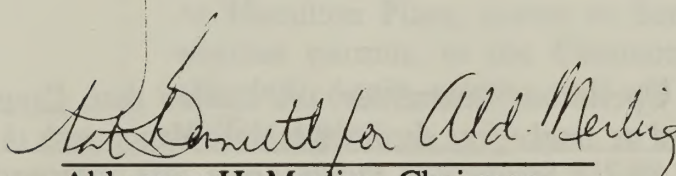
The Operations Committee presents its **SECOND** Report from its meeting held February 17, 1993 and respectfully requests approval of the following:

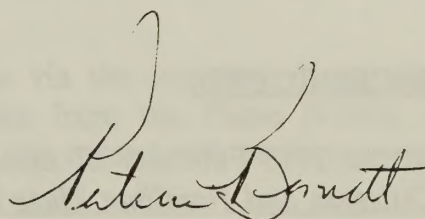
1. Smoke-Free Facilities

THAT COPPS COLISEUM AND HAMILTON PLACE BE DESIGNATED AS SMOKE-FREE FACILITIES IN ACCORDANCE WITH THE CITY OF HAMILTON'S MUNICIPAL NO-SMOKING BY-LAW; and

THAT A *REPORT WHICH INCLUDES A LEGAL OPINION RESPECTING ENFORCEMENT OF THE PROPOSED REGULATION BE PRESENTED TO THE FULL BOARD AT ITS FEBRUARY 26TH REGULAR MEETING.

Respectfully submitted,


Alderman H. Merling, Chairman


Patricia Bennett, Secretary

*Management's February 22, 1993 report which includes a legal opinion is appended.



Hamilton
Entertainment
and Convention
Facilities Inc.

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

FOR INFORMATION

MEMO TO: H.E.C.F.I. BOARD

FROM: Mr. G. Macaluso
Managing Director/CEO

Mr. B. Calder, P. Eng.
Director of Operations/Events Delivery

DATE: 1993 February 19

SUBJECT: COPPS COLISEUM/HAMILTON PLACE -
SMOKING IN AREAS OF PUBLIC ASSEMBLY

RECOMMENDATION:

THAT THE FOLLOWING REPORT BE RECEIVED FOR INFORMATION PURPOSES.

BACKGROUND:

At the 1993 February 17 meeting of the Operations Committee, the motion that, Copps Coliseum and Hamilton Place be designated as smoke-free facilities in accordance with the City of Hamilton's Municipal By-Law No. 80-258 Smoking in Public Areas, was approved. Staff were also directed to present a report including a legal opinion, respecting enforcement of the proposed legislation.

In designating the two facilities "smoke-free", a number of issues need to be addressed, specifically;

- a) Enforcement - a concerted effort will be made by both Operations and Marketing staff to ensure enforcement and patron acceptance of this policy. Front-line event staff i.e. ushers and in-house security, will be vigilant yet extremely courteous in their efforts to enforce this policy. The responsibility for ensuring that patrons abide by the policy will be added to the regular duties of our in-house event staff. Patrons who disregard the policy and continue to smoke despite staff warnings will be evicted from the premises.

In addition to enforcement by staff, the City of Hamilton Licencing Division will also employ By-Law officers to enforce the municipal by-law on an as-required basis. A public relations campaign will also be employed and include a media release and public address announcements touting the smoke-free environment created for the benefit of our patrons.

As well, appropriate signage will be installed throughout the facilities.

So as to allow sufficient time to obtain and install signage and train staff, it is proposed that the 'smoke-free' policy be implemented effective 1993 March 8 at both Copps Coliseum and Hamilton Place.

- b) Pass-out procedure - it is recommended that a pass-out procedure be introduced so as to allow those patrons wishing to smoke access to the building exterior. At the Coliseum, access to the Lloyd D. Jackson plaza level will be afforded via the east concourse exit doors; one area for access to the exterior will be offered so that the situation can be most effectively and efficiently controlled. The regularly-employed exit door staff will be utilized for this purpose which should not result in additional staffing costs. Event attendance shall dictate the number of staff required. This procedure will be continually monitored and revisions incorporated as staff deems appropriate.

At Hamilton Place, access to Summers Lane via the entrance doors and when weather permits, to the Commonwealth Plaza from the Piano Nobile, will be afforded. Again, existing staff will be used in this regard with no increase in event staffing costs.

Ashtrays will be provided for these areas and a cleaning routine instituted.

- c) Impact on ticket sales - it is extremely difficult to predict the impact on ticket sales that this policy will have. Those choosing not to frequent events at the facilities as a result of this policy may in fact be offset by newcomers attracted by a smoke-free environment. Feedback from our patrons will be encouraged in this regard.
- d) Legal opinion respecting enforcement of the proposed legislation - it is the opinion of the City of Hamilton Law Department that the existing Municipal By-Law No. 80-258 is sufficient to allow H.E.C.F.I. to designate the facilities 'smoke-free' and to enforce a house policy in that regard. Section 15(1) of the By-Law reads;

"Except as provided in subsection (2), no person shall smoke in an enclosed indoor area being used as a place of public assembly."

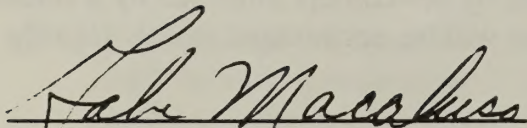
Furthermore, Section 15(2) reads;

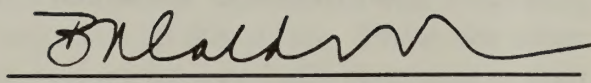
"Subject to the Fire Marshals Act and By-Law No. 4797, the proprietor of the place of public assembly may designate not more than 40% of the total floor area being used as a place of public assembly, for the purpose of smoking."

The 40% ratio is a maximum limit and any percentage less than 40% is acceptable.

e) Cost summary - the following costs will be incurred as a result of the 'smoke-free' designation;

1)	additional signage to be supplied and installed throughout arena, concourse, washrooms, lounge areas.....	\$1,200.
2)	public information/relation materials i.e. staff buttons.....	500.
	TOTAL.....	<u>\$ 1,700.</u>


G. Macaluso,
Managing Director/CEO.


B. Calder, P.Eng.
Director of Operations/Events Delivery

:mgm

FACILITY SURVEY - SMOKING IN PUBLIC ASSEMBLY FACILITIES

1993 February 15

<u>Facility</u>	<u>Contact</u>	<u>Smoking Permitted</u>	<u>If yes, where</u>	<u>Pass Out Procedure</u>	<u>Comments</u>
Maple Leaf Gardens, Toronto	B. Conacher 596-2846	No		No	Municipal No Smoking Bylaw enacted 1993 January; reaction from patrons a "non-event".
SkyDome, Toronto	Laurie Parker 341-3221	No		No, but procedure is being contemplated	Municipal No Smoking Bylaw enacted 1993 January; will have a better gauge on patron reaction once 'season' begins.
Civic Centre, Ottawa	Kay Boland 564-4170	No, except as noted	Exterior of building; Exhibition salons on rink level if/when available	Yes	Prior to 1992 April the building was designated Non Smoking. On 1992 April 1 smoking was allowed in designated areas only. In three months approximately 3,000 complaints were received questioning the wisdom of this change. In 1993 January, building reverted back to non smoking; very few complaints, many favourable comments.
Memorial Auditorium, Kitchener	Bud Stanley 741-2699	Yes	Designated areas in lower concourse and street level	No	No smoking areas subject to contamination from adjacent, designated smoking areas. Few complaints from patrons regarding compromising policy

B

FINANCE AND ADMINISTRATION COMMITTEE SECOND REPORT OF 1993

The Finance and Administration Committee presents its **SECOND** Report from its meeting held February 18, 1993 and respectfully requests approval of the following:

1. Cheque Signing Authorities

THAT THE SIGNING OFFICERS FOR CHEQUES ISSUED BY THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC. BE HEREBY AUTHORIZED AS REQUIRING SIGNATURES FROM TWO (2) OF

- (i) **THE MANAGING DIRECTOR/CHIEF EXECUTIVE OFFICER**
- (ii) **THE DIRECTOR OF FINANCE AND ADMINISTRATION**
- (iii) **THE COMPTROLLER**
- (iv) **THE ACCOUNTING SUPERVISOR**
- (v) **THE SENIOR FINANCE OFFICER**

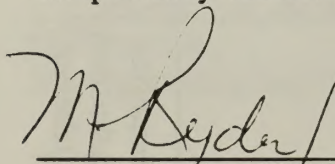
OR ONE OF THE ABOVE AND ONE OF THE

- (i) **CHAIRMAN OF THE BOARD OF DIRECTORS**
- (ii) **THE DIRECTOR OF OPERATIONS/EVENTS DELIVERY**
- (iii) **THE DIRECTOR OF MARKETING AND SALES**
- (iv) **THE MANAGER OF EVENTS DELIVERY**
- (v) **THE ASSISTANT EVENTS MANAGER - COPPS COLISEUM**
- (vi) **THE ASSISTANT EVENTS MANAGER - HAMILTON PLACE
and HAMILTON CONVENTION CENTRE**
- (vii) **THE ENTERTAINMENT ADMINISTRATOR**
- (viii) **THE ENTERTAINMENT EXECUTIVE**

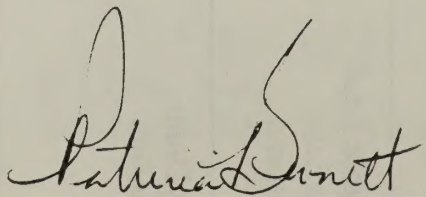
2. Parking Authority : Summers Lane Parking Ramp

THAT THE FULL BOARD BE REQUESTED TO CORRESPOND WITH THE BOARD OF DIRECTORS OF THE PARKING AUTHORITY OUTLINING CONCERNS REGARDING EGRESS FROM THE SUMMERS LANE PARKING LOT FOLLOWING EVENTS AT HAMILTON PLACE AND HAMILTON CONVENTION CENTRE and TO REQUEST A REVIEW OF PROCEDURES WITH A VIEW TO IMPROVING THE EXIT PROCESS.

Respectfully submitted,



Marvin Ryder, Chair
pb



Patricia Bennett, Secretary



The Advertising & Sales Club of Hamilton

180 Dundurn St. South
Hamilton, Ontario L8P 4K3
(416) 528-1376

February 1, 1993

H.E.C.F.I.
Copps Coliseum
101 York Blvd.
Hamilton, Ontario
L8R 3L4

Attn: Pat Bennett
Legislative Assistant

Dear Ms. Bennett:

Re: Our Annual Distinguished Citizen of the Year Award Night Dinner

A week or so ago at the suggestion of Robin Laking I talked to you re: the possibility of H.E.C.F.I. purchasing a table or if not a table of some tickets for the above noted annual event which was held this year at the Convention Centre on Monday, January 25, 1993.

It was our 55th Annual Dinner and the 56th will likewise be held at the Convention Centre on Monday, January 24th, 1994.

You advised me that such purchases must be approved by your Board of Directors and that I should therefore submit a written request for their future consideration.

Ticket prices are as follows: (a) Single tickets up to 7 or less people are \$50.00 each including G.S.T.; (b) Tables of 8 are \$45.00 per person including G.S.T. for a total of \$360.00; (c) Tables of 10 are \$45.00 per person including G.S.T. for a total of \$450.00.

Note: (1) Of course we are flexible to the extent that if you had say 7 people attending but couldn't get 8 we would probably allow you the reduced price of \$45.00 each.

(2) These have been our prices for the past two years and we hope to avoid an increase for next year, however, if an increase were eventually decided upon it would not exceed \$5.00 per ticket.

We're an incorporated non-profit organization and usually sustain either a loss on this event or if lucky we occasionally reach the "break-even" point. It's a community affair and the nominees for our award are submitted by the "public-at-large".

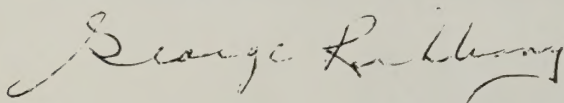
.....Ms. Pat Bennett
Legislative Assistant
H.E.C.F.I.

Page 2

Lastly, we would appreciate receiving consideration re: a purchase of tickets for next years event and for your further information I've enclosed copies of our History and Terms of Reference, as well as a nomination form and last Monday's program.

Hoping to hear from you when a decision has been made, I remain,

Yours truly,



G. F. Rihbany
Secretary Treasurer

c.c. D. Weber
H. Mitchell
D. Scott

P.S. If there are any further questions, please do not hesitate to give me a call.

Civic Night History

In 1920-21, Thomas Fitzgerald Kelly, then president of the Advertising and Sales Club of Hamilton, chose the January meeting to inaugurate the Better Business Dinner. Its aim was to help improve the attitude of local businessmen and restore confidence, which, because of the Depression, was sorely needed at that time.

This Better Business Dinner became an annual event, continuing until 1938, and was addressed by some of the top business leaders of Canada. The first dinner meeting in Hamilton to be broadcast was a Better Business Dinner by the Wentworth Supply Co. — later the Wentworth Radio and Auto Supply Co., now CKOC. In fact, the 1935 address by Sir Edward Beatty, then president of the Canadian Pacific Railroad, was broadcast across Canada.

DISTINGUISHED CITIZENSHIP AWARD CONCEIVED IN 1936-37

During his presidential term Harold Dennison proposed a Distinguished Citizenship Award to be sponsored by the Club but administered by a Board of Judges independent of the club and awarded each year to a citizen of Hamilton rendering distinguished service to the city over and above his/her line of duty. The announcements of this Award, one of the first of its kind in Canada, was of sufficient interest to be flashed across Canada by the Canadian Press and Trans-Canada radio.

The minutes of the club record that the Civic Award was discussed by the Board of Directors on February 2, 1937 and that a committee was appointed consisting of W.T.A. Walton (Chairman), Frank Appleford, Banker Bates, Harold Dennison and Russell T. Kelley to consider the matter and make recommendations to the Board. The committee recommended favourably and it was decided to proceed. The Award was to consist of a gold medal to be presented to the recipient and his/her name was to be inscribed on a silver Roll of Honour for posterity. The Board changed the title of the January meeting from the Better Business Dinner to Civic Night at which time the Distinguished Citizen Award would be presented.

It was also decided that the judging for the Award in 1938 would be left in the hands of an Ad Club committee but for the next year a committee of five outstanding citizens, one of whom would be our president, would be appointed to make the award. The first recipient to be honoured was Miss Mabel Burkholder, for her 'History of Hamilton'.

PROCEDURE REVISED IN 1941

In 1941 the Club decided to review the entire procedure so a committee consisting of Harold Dennison, Adam Clark and Bernard Yardley was appointed.

This committee recommended that the Board of Judges be increased to twelve (12), the names of whom would be submitted by twelve representative organizations encompassing all phases of civic life. Each year one-third of the members would retire and be replaced by four new judges. In this way, both continuity and fresh thinking would be preserved. It was agreed that no hard and fast rules be set down but that the Board of Judges should have a free hand and only be guided by a set of simple principles. The committee also recommended that in addition to the general public a wide list of representative organizations in the city be specifically asked to submit nominations and that these nominations would be opened only in the presence of the judges.

FURTHER REVISIONS IN 1985 and 1987

In both 1985 and 1987, a Civic Night Committee composed of ten of the Club's Past Presidents was appointed to again review and update the guidelines and procedures. The Terms of Reference were adjusted to read as follows:

TERMS OF REFERENCE:

1. The Award should be bestowed upon a person(s) who has given of himself/herself in a manner above and beyond the candidate's normal job/occupation.
2. The deed(s) should be of a voluntary nature for which no actual remuneration is received or expected. However, it is acceptable that the deed(s) may have evolved from the candidate's normal occupation.
3. Consideration should be given to the number of people who have benefitted from this deed.
4. Preferably the deed(s) for which the Award is given should have been performed in the calendar year preceding.
5. If, in the judges' opinion, no person is deserving of the Award for the calendar year, they have the right to select a person who has rendered distinguished service over a period of years.
6. If, in the judges' opinion, no individual is deserving of the Award, they have the power to award it to an organization.

It was decided that in order to give greater recognition to some very deserving individuals in the Hamilton area, a total of five (5) finalists would be chosen and publicly recognized from the nominations received.

These nominees would be invited to attend the Award Night and be recognized for their distinct achievement in the community. It was further agreed that any of these finalists could win the Award in a later year.

From the above, it can readily be seen that the Ad Club merely provides the machinery for administering the Award. The Club only has one (1) representative on the Board, our current President, who by custom acts as Chairman and can only cast a vote in the event of a tie. No President has yet cast a vote. The only persons other than a Judge who attend these meetings are our Immediate Past President and Chairman for the Evening plus our Club Secretary who acts as Secretary of the Judges meeting. The Judges select their own spokesman to make their decision public. No member of the Board may accept the Award during their term of service but on several occasions a one-time Judge has in later years been the recipient.

It is the duty of the Ad Club President to inform the recipient of the Board's decision.

The basic philosophy behind our Citizenship Award is that the community's thanks be expressed to the people who are most deserving. One only has to see the tears of gratitude, the loss for words and the deep humility of the recipient when the Mayor pins on the Distinguished Citizenship Medal to realize how profoundly the Award fulfills its purpose.

The Advertising
and Sales Club
of Hamilton

Distinguished
Citizen
of the
Year Award

The Advertising & Sales Club of Hamilton
Invites your Submission for
the
Distinguished Citizen of the Year Award

Each year at this time, The Advertising & Sales Club of Hamilton, on behalf of the community, seeks out and honours a person or group deserving of the title, "Distinguished Citizen of the Year".

Individuals or groups so honoured are volunteer workers whose generous time and skills have assisted in raising the quality of life in our community. They are the unsung heroes who receive little or no recognition for the effort they unselfishly put forth on behalf of others.

Who are these people? Your nomination could be a co-worker, a neighbour or a member in your club or organization; one who has distinguished him or herself by good deeds and unselfish dedication above and beyond a normal occupation for the benefit of their fellow man.

A panel of judges, independent of the Advertising & Sales Club and representing many facets of community life will be responsible for the evaluation and final selection for this prestigious award. Your nominations are invited and should be submitted by December 1, 1992 to:

Distinguished Citizen of the Year

Judges Committee

The Advertising & Sales Club of Hamilton

180 Dundurn St. S.

Hamilton, Ontario

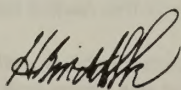
L8P 4K3

The chosen "Distinguished Citizen of the Year" will be suitably honoured at a formal banquet on January 25, 1993 at the Hamilton Convention Centre. Featured guest speaker for the event is Major-General Lewis MacKenzie, C.D., Canadian Army & U.N. Hero of Sarajevo.

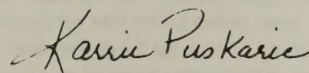
Banquet tickets are available to all individuals or groups wishing to attend the presentation. For additional information please call The Advertising & Sales Club office at 528-1376.

Thank you.

Sincerely,



Harry B. Mitchell
Past President/Co-Chairman



Karrie Puskaric
Past President/Co-Chairman

Nomination
Form

*The Advertising
and Sales Club
of Hamilton*

*Distinguished
Citizen
of the
Year Award*

Past Recipients
of Distinguished Citizenship Awards

1938 Miss Mabel Burkholder*	1965 Dr. Morley Weaver
1939 John A. Marsh M.B.E.*	1966 Bernie Arbour*
1940 NO AWARD	1967 William McCulloch*
1941 Dr. J. H. Holbrook*	1968 Mr. D. O. Davis
1942 W. H. Cooper, L.L.D.*	1969 Dr. Elizabeth Bagshaw*
1943 W. H. Lovering, C.B.E.*	1970 Norman Lewis*
1944 Hon. Russell T. Kelley*	1971 Alexander Naismith*
1945 H. H. Champ*	1972 Mr. John A. MacDonald
1946 Peter W. Gorden C.B.E.*	1973 Dr. Roy Brillinger*
1947 T. B. McQueston*	1974 Dr. James E. Anderson
1948 E. V. Illsey*	1975 Mrs. Sarah Munroe
1949 Dr. E. J. Deadman*	1976 Deputy Chief James R. Patterson
1950 Dr. George P. Gilmour*	1977 Rev. Allan Matthews*
1951 Herbert P. Frid*	1978 Dr. Martin Johns
1952 Fred J. Veale*	1979 Mr. Donald W. Muir
1953 Rev. John C. Holland*	1980 Mr. James Lomax
1954 George F. Clark*	1981 Mr. Ross Robinson
1955 Mr. Thomas A. Rice	1982 Mr. Stephen Fletcher
1956 Capt. John R. Cornelius*	1983 Dr. James Rice
1957 Mrs. John Humphreys*	1984 Bill & Lynne Powell
1958 Cecil L. Brown*	1985 Chester Waxman
1959 James G. Thompson*	1986 Jack H. Moore
1960 Mr. W.R. Carter*	1987 John Pelech
1961 Dr. James Davey*	1988 Dr. Peter Knight
1962 Lloyd D. and Mrs. Jackson*	1989 Dr. Mahmoud Ali
1963 Mrs. Stewart Reeves*	1990 William Fuller
1964 Mr. E. Harry Boothe	1991 David Gow

*Deceased

Name of Person or Group you are nominating

The Advertising
and Sales Club
of Hamilton

Distinguished
Citizen
of the
Year Award

Reason for Nomination (What special work or service was provided by this person or group)

What effect has this had on the community and who benefitted from these efforts?

Please include any further information that would help the board of judges in making their decision.

Additional space on other side

The Advertising
and Sales Club
of Hamilton

Distinguished
Citizen
of the
Year Award

Remember! Your nomination could bring someone much deserved recognition.

Nominated By:

NAME: _____

ADDRESS: _____

PHONE: () _____

OCCUPATION _____

Please return this form to:

The Advertising & Sales Club of Hamilton
Distinguished Citizen of the Year
Judges Committee
180 Dundurn St. S.
Hamilton, Ontario L8P 4K3

Additional nomination forms available from The Advertising & Sales Club of Hamilton
180 Dundurn St. S., Hamilton, Ontario or call George Rihbany 528-1376.

2

66 Forsyth Avenue North,
Hamilton, Ontario.
February 16, 1993.

Mr. Gabe Maculuso,
Chief Executive Officer,
HECFI
101 York Street,
Hamilton, Ontario.
L8R 3L4

Dear Mr. Maculuso:

The other evening my wife and I were commenting on the beautiful condition of the floors in Hamilton Place and the generally high level of housekeeping. First-time visitors are incredulous when informed that it is twenty years old.

It is a pity that many Hamiltonians still do not fully appreciate this magnificent cultural resource. From personal knowledge I know that it is the envy of many other communities, not the least the Toronto cultural elite. They wish they had even one such facility that serves performers and audience alike so superbly and so diversely.

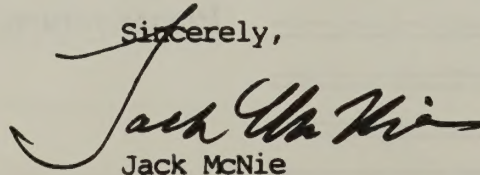
Asked for his opinion on Hamilton Place at a Rotary Club recently, Maestro Daniel Lipton replied that there are few cultural facilities in North America that offer opera a better combination of good accoustics, sight lines, audience and performer intimacy, and co-operative, dependable support service.

I have been told that it could cost up to \$100 million to build a comparable facility in Hamilton today. O'Keefe's management are looking at \$130 million just to up-grade their present quarters.

Again, our compliments to your maintenance people for outstanding housekeeping over the years. Hamilton Place and Hamiltonians deserve nothing less. After all, it was the people of Hamilton who made Hamilton Place possible--25 years ago--through a spontaneous community cultural initiative unsurpassed anywhere on the continent.

Every good wish as you program for the next twenty years.

Sincerely,


Jack McNie

cc: Mayor Robert Morrow
William Tidball, Chairman HECFI

FEB 10 1993

Terri Miller-van Gemen
42-H Applewood Drive
Brantford, Ontario
N3R 5X4

February 9, 1993

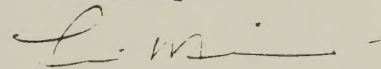
Mr. Gabe Macaluso, Managing Director/CEO
Copps Colisem
101 York Boulevard
Hamilton, Ontario
L8R 3L4

Dear Mr. Macaluso,

I wish to extend my gratitude to one of your staff members, Ms. Marilyn Bowlby. Her patience and assistance concerning a problem with my ticket for the Senior Men's Technical portion of The Canadian Figure Skating Championships on Friday, February 5, 1993 is very much appreciated.

I would like to thank Ms. Bowlby for her professionalism and understanding regarding my predicament and hope her employer will also acknowledge her effort on my behalf. Thank you very much.

Sincerely,





CANADIAN BUSINESS INTERNATIONAL

Room 505, New World Office Bldg., West Wing, 20 Salisbury Road, Tsimshatsui, Kowloon, Hong Kong.

Tel: 7231878 Fax: 7238032

10 February 1993

Mr. Gabe Macaluso
Managing Director & C.E.O.
H.E.C.F.I.
101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4

Dear Gabe :

I read this story in the Vancouver Globe and Mail on Thursday February 4, 1993 on my way to Hong Kong.

Good stuff and keep up the good work. Another smashing success for you, the Directors and staff.

Warmest regards,

Paul Cowell, pres.

Record crowds ice six-figure profit

Copps Coliseum close to selling out for figure-skating championships

BY BEVERLEY SMITH
The Globe and Mail

HAMILTON, Ont. — The first Canadian figure-skating championships to be held near Toronto in almost 25 years are promising to be wildly successful.

Not only will more than 113,000 people pass through the Copps Coliseum turnstiles by Sunday — 2½ times more than at any previous Canadian figure-skating championship — but organizers expect a six-figure profit, Canadian Figure Skating Association director general David Dore said yesterday.

The profit might even reach seven figures, he said.

By comparison, the championships three years ago in Sudbury also

sold out, but the arena held only 5,000 seats.

"We are really quite surprised," Dore said. "This is a phenomenon."

Skating organizers have avoided Toronto since 1969, fearing that they could not sell out an arena as large as Maple Leaf Gardens. Two years ago, between 9,000 and 10,000 tickets were sold one night for the 12,000-seat arena in Saskatoon, the previous one-night record.

Copps Coliseum has a seating capacity of 17,500 and is only 700 short of selling out on Sunday. All seats are gone for events tomorrow and Saturday.

Next year, the national championships will be held at Northlands Coliseum in Edmonton, which has a

seating capacity of about 20,000.

"Now I think Edmonton can do it," Dore said.

Divisional championships in Oshawa and Calgary — featuring Elvis Stojko and Kurt Browning, respectively — also had sellout crowds.

Dore attributes the recent gate successes to proper packaging and managing of events and programs. The depth of Canadian skaters has grown markedly in the past decade. In 1981, the CFSA's Athlete Trust Fund, used for direct financial support of elite athletes, supported nine skaters with \$17,000. This year, \$655,000 in the fund will finance 692 skaters.

"Skaters are our best product," he said.

And even in tight economic times, the CFSA has lost only one corporate sponsor. It has added another in its place and is negotiating with four more. It recently extended its broadcasting agreement with the CTV network until 1999.

Dore said the association plans to run figure skating like a business by giving fans what they want — packaging events for family consumption, undertaking consumer studies and assessing television viewing patterns.

Twenty-five per cent of the profits from a national championship goes to the local figure-skating club and the city hosting the event. The CFSA uses the rest for program development, Dore said.

3.

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

REGULAR MEETING OF THE BOARD OF DIRECTORS

Monday, February 8, 1993

8:00 a.m.

HAMILTON CONVENTION CENTRE

Room 314

MINUTES

PRESENT: Mr. W. Tidball, Chairman
Alderman T. Anderson, First Vice-Chairman
Mr. F. DeNardis, Second Vice-Chairman
Alderman H. Merling
Alderman B. Charters
Alderman F. Eisenberger
Mrs. M. Dow
Mrs. J. Isbester
Mr. M. Ryder
Mr. A. DiIanni
Mr. C. Nolan
Mr. J. Kujavsky

ALSO PRESENT: Mr. G. Macaluso
Mr. J. Leuser
Mr. B. Calder
Mr. B. Snetsinger

GUEST: Mr. P. Barkwell, Law Department

MEDIA: Ms. D. Walker, C.H.C.H.
Mr. K. Peters, The Spectator

REGRETS: Mayor R. Morrow
Mr. G. Kay

1. Opening Remarks

The Chairman called the meeting to order at 8:10 a.m. and immediately commended staff for their handling of the Canadian Figure Skating Championship events which took place from Wednesday, February 3, 1993 to Sunday, February 7, 1993. Media coverage of the events confirmed a high level of attendance and the resulting positive impact on local businesses.

Mr. DiIanni raised his concern respecting egress from the City's underground parking facility located at the Convention Centre, citing a twenty to twenty-five minute wait in leaving the lot. The CEO advised that the Manager of the Parking Authority has made some improvements to the egress process and management continues to review the problems with the Parking Authority.

A. 1993 Operating Budget

The Director of Finance and Administration presented the 1993 Operating Budget. Board Members expressed appreciation for the efforts of staff in reaching a "0" increase budget and for the concise, budget information package. It was

MOVED by Mr. Ryder, seconded by Mr. Nolan that

THE 1993 H.E.C.F.I. OPERATING BUDGET BE APPROVED.

MOTION CARRIED.

B. Operations Committee First Report of 1993

MOVED by Alderman Charters, seconded by Alderman Anderson that

THE OPERATIONS COMMITTEE FIRST REPORT OF 1993 BE APPROVED AND THE FOLLOWING RECOMMENDATIONS ENDORSED:

THAT THE CURRENT HOUSE POLICY GOVERNING SMOKING BY PATRONS AT HAMILTON PLACE BE AMENDED FOR A PERIOD OF SIX MONTHS SO THAT:

- A) THE SOUTH PORTION OF THE PIANO NOBILE BE DESIGNATED NON-SMOKING; and
- B) THE BOX OFFICE VESTIBULE AND STUDIO THEATRE LOBBY, WHEN AVAILABLE, BE DESIGNATED AS SMOKING AREAS DURING INTERMISSIONS ONLY.

THAT A PURCHASE ORDER BE ISSUED TO NETHERCOTT CHEVROLET OLDSMOBILE LTD., HAMILTON, IN THE AMOUNT OF \$23,831.45 INCLUDING ALL TAXES, FOR THE SUPPLY AND DELIVERY OF ONE (1) CUBE SERVICE VEHICLE BEING THE LOWEST OF FOUR QUOTATIONS RECEIVED IN ACCORDANCE WITH SPECIFICATIONS ISSUED BY THE MANAGER OF PURCHASING AND VENDOR'S QUOTATION; and

THAT THIS EXPENDITURE BE FINANCED FROM CAPITAL ACCOUNT NO. CF 5500929151015 - CONVENTION CENTRE OPERATING EQUIPMENT REPLACEMENT.

THAT THE QUOTATION SUBMITTED BY CANADIAN LINEN SUPPLY CO. LTD. (LOWEST OF FOUR QUOTATIONS RECEIVED) FOR THE SUPPLY AND CLEANING OF TABLE LINEN REQUIRED AT THE CONVENTION CENTRE FOR A THREE (3) YEAR TERM COMMENCING 1993 JANUARY 1 BE ACCEPTED; and

THAT THE COST FOR THIS SERVICE BE FINANCED FROM OPERATING ACCOUNT NUMBER HE 56360 82210 - LINEN CLEANING, FOOD & BEVERAGE SERVICE, H.C.C.

C. Finance and Administration Committee First Report of 1993

MOVED by Mr. Ryder, seconded by Mr. DiIanni that

THE FINANCE AND ADMINISTRATION COMMITTEE FIRST REPORT OF 1993 BE APPROVED AND THE FOLLOWING RECOMMENDATION ENDORSED:

THAT THE H.E.C.F.I. BOARD RESCIND ITS MOTION OF APRIL 26, 1991 RELATIVE TO SALARY/WAGE ADJUSTMENTS FOR NON-UNION PERSONNEL AND REPLACE IT WITH THE FOLLOWING IN LIEU THEREOF:

- A) THAT NON-UNION STAFF RECEIVE A 0% INCREASE FOR 1993; and**
- B) THAT PENDING A DECISION BY CITY COUNCIL ON A REPORT TO BE PREPARED BY THE COMMISSIONER OF HUMAN RESOURCES RESPECTING A NEW NON-UNION SALARY CLASSIFICATION PLAN, THAT ALL RECLASSIFICATIONS AND MERIT INCREASES WITHIN THE NON-UNION AND MANAGEMENT STAFF BE HELD IN ABEYANCE.**

D. Approval of By-Law No. 6

MOVED by Alderman Anderson, seconded by Alderman Charters that

FOLLOWING NOTICE OF MOTION PROVIDED AT THE JANUARY 8, 1993 REGULAR MEETING OF THE BOARD, THAT BY-LAW NO. 6 BE ADOPTED AS AMENDED:

HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.

BY-LAW NO. 6

BEING a By-law amending Special By-Law No. 5 with respect to the annual election of Standing Committee Chairmen and Vice-Chairmen.

WHEREAS the Board of Directors of Hamilton Entertainment and Convention Facilities Inc. deem it expedient that a by-law should be passed for the purposes hereinafter set forth.

NOW THEREFORE BE IT ENACTED and it is hereby enacted as a by-law of Hamilton Entertainment and Convention Facilities Inc. as follows:

1. **Committees of the Board**

Section 4.02, Committee Membership, of Special By-law No. 5 is hereby repealed and the following is substituted therefore:

4.02 **Committee Membership.** Each Committee appointed shall be composed of not less than five (5) members of the Board, including the Mayor, the Chairman of the Board and three others.

All Committee Members shall be appointed annually by the full Board at its meeting held immediately subsequent to the Annual Meeting.

A Chairman and a Vice-Chairman of each Standing Committee shall be elected by the full Board at its meeting held immediately subsequent to the Annual Meeting.

MOTION CARRIED.

G. Community Dinner: Women of the Year Awards Dinner
Wednesday, February 17, 1993

MOVED by Mr. DiIanni, seconded by Mrs. Dow that

UP TO TEN (10) TICKETS BE PURCHASED ON THE BOARD'S BEHALF TO THE WOMEN OF THE YEAR AWARDS DINNER, WEDNESDAY, FEBRUARY 17, 1993.

MOTION CARRIED.

2. Correspondence

MOVED by Mr. DeNardis, seconded by Mr. Ryder that

CORRESPONDENCE INCLUDED IN THE AGENDA PACKAGE AS ATTACHMENT 2 BE RECEIVED.

MOTION CARRIED.

In response to Mrs. Isbester's query regarding whether letters of commendation are placed in employee's personnel files, it was

MOVED by Mr. Nolan, seconded by Mr. Kujavsky that

THE FINANCE AND ADMINISTRATION COMMITTEE BE REQUESTED TO REVIEW THE FEASIBILITY OF PLACING FUTURE LETTERS OF COMMENDATION INTO EMPLOYEE PERSONNEL FILES.

MOTION CARRIED.

3. Minutes of Meeting Held November 27, 1992

MOVED by Mr. DeNardis, seconded by Mr. Kujavsky that

THE MINUTES OF THE REGULAR BOARD MEETING HELD NOVEMBER 27, 1992 BE APPROVED.

MOTION CARRIED.

Minutes of Meeting Held January 8, 1993

Page 7, Special Audit Committee, Chairman, should read...*"Mr. M. Ryder was elected to the position of Chairman of the Special Audit Committee by Acclamation."*

MOVED by Mr. DiIanni, seconded by Mr. Kujavsky that

THE MINUTES OF THE REGULAR BOARD MEETING HELD JANUARY 8, 1993 BE APPROVED AS AMENDED.

MOTION CARRIED.

4. Business Arising From the Minutes

4.1 Financial Results for the Eleven Month Period Ended November 30, 1992

MOVED by Alderman Eisenberger, seconded by Mr. DeNardis that

THE REPORT, FINANCIAL SUMMARY FOR THE ELEVEN MONTH PERIOD ENDED NOVEMBER 30, 1992, BE RECEIVED.

MOTION CARRIED.

5. Private and Confidential

The Board moved into an In-Camera Session at 9:40 a.m. in order to discuss matters of a private and confidential nature. It was

MOVED by Alderman Charters, seconded by Mr. Ryder that

THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 9:40 A.M.

MOTION CARRIED.

TAKEN AS READ AND APPROVED

Mr. W. Tidball, Chairman

Patricia Bennett, Secretary



Hamilton
Entertainment
and Convention
Facilities Inc.

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

URBAN/MUNICIPAL
CA4 ON HBL V89
A35

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

REGULAR MEETING OF THE BOARD OF DIRECTORS

Friday, March 6, 1992

8:00 a.m.

COPPS COLISEUM

Hamilton Room

**ORDER OF BUSINESS
REGULAR AGENDA**

DECLARATION OF CONFLICT OF INTEREST

- | | |
|---|---------------------|
| 1. Election of Officers - 1992 | Attachment 1 |
| 2. Appointment of 1992 Committee Membership | |
| 3. Standing Committee Terms of Reference | Attachment 3 |
| 4. Board and Standing Committee Meeting Schedule | Attachment 4 |
| 5. New Business | |
| 6. Other Business | |
| 7. Motion to Adjourn | |

March 2, 1992
Patricia Bennett
Secretary to the Board of Directors



Hamilton
Entertainment
and Convention
Facilities Inc.

1.

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

MEMO TO: **H.E.C.F.I. BOARD OF DIRECTORS**

FROM: Gabe Macaluso Patricia Bennett
Managing Director/CEO Legislative Assistant

DATE: March 2, 1992

SUBJECT: **1992 ANNUAL MEETING :**
- **VOTING PROCEDURES**
- **BACKGROUND INFORMATION**

The following is voting criteria which is forwarded to you simply as a reminder of procedures to be followed during the election of officers and committee memberships:

- (i) Someone other than a Board Member must assume the Chair for the purpose of the election of the Chairman; thereafter the elections may be conducted by the newly elected Chairman;
- (ii) Upon request by any Director of the Board, the balloting for elections shall be by secret ballot;
- (iii) Should only one person be nominated for a position then that person is declared elected by acclamation;
- (iv) In order for an individual to become elected there must be a majority vote. If all members are not in attendance then the majority decreases accordingly;
- (v) Should two or more individuals be nominated, no majority is reached and the individual with the least number of votes is dropped from the ballot. This procedure is continued until a majority is reached;
- (vi) Should a tie vote occur, a second ballot is taken. If the results of the second ballot remains a tie, the officer is elected by means of a draw by lot;
- (vii) Directors must be present in order to vote; proxy votes are not permitted;

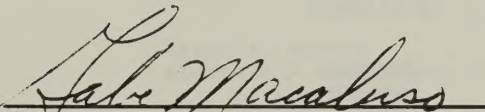
- (viii) Directors may be elected/appointed if he/she is absent from the meeting. (A letter of acceptance or some other means of conveyance of acceptance should exist).

Aside from the election of Chairman, First and Second Vice-Chairmen, membership to the Standing Committees should be established and their Chairmen and Vice-Chairmen appointed/elected. The following should be taken into consideration when establishing committees and their respective membership:

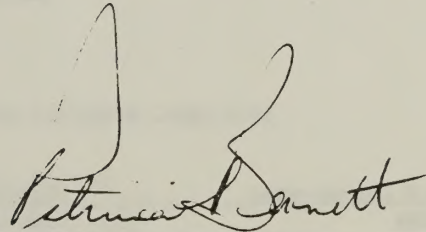
- (i) H.E.C.F.I.'s most recent legislation, Bill Pr118, (December, 1991) changed the composition of the Board from seventeen (17) members to fourteen (14) to include the Mayor of the City of Hamilton "...and such other members as council may by by-law determine, of whom not more than four shall be members of council."
- (ii) Bill Pr34, H.E.C.F.I.'s original legislation, mandated the establishment of *facility* committees (one each for Hamilton Place; Copps Coliseum; and the Convention Centre). The Board changed its management style from "facility" to "operational" in 1990 and added the Operations; Marketing and Sales and Finance and Administration Committees to its committee roster. Bill Pr118, which received Royal Assent in December 1991, states "The board may appoint such committees as it determines necessary to conduct the business of the board." "Each committee appointed shall be composed of not less than three members of the board and shall perform such duties and undertake such responsibilities as the board specifies and shall report to the board." When considering the establishment of the 1992 committee roster, it should be noted that the facility committees (Hamilton Place; Copps Coliseum; and Convention Centre) have not met since the reorganization.
- (iii) H.E.C.F.I.'s By-law No. 3 states that "committees shall be authorized to appoint their own officers, i.e. Chairman, Vice-Chairman."
- (iv) The Chairman of the Board and the Mayor are ex-officio members with voting authority on all Committees.

For your information enclosed is a historical record of officers and committee membership from 1984 to 1991.

Respectfully submitted,



Gabe Macaluso
Managing Director/CEO



Patricia Bennett
Legislative Assistant



Hamilton
Entertainment
and Convention
Facilities Inc.

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

1991

Board of Directors

Hamilton Entertainment and Convention Facilities Inc.

Mr. G. Kay, Chairman
Alderman D. Agostino, First Vice-Chairman
Mr. F. DeNardis, Second Vice-Chairman
Mayor R. Morrow
Alderman J. Gallagher
Alderman T. Murray
Alderman W. McCulloch
Alderman H. Merling
Alderman T. Jackson
Alderman D. Drury
Mr. N. Levitt
Mrs. M. Dow
Mr. W. J. Tidball
Ms. A. VanDuzer
Mr. W. McFarland
Mr. M. Ryder
Mr. A. Dilanni

Finance & Administration
Committee

Mayor R. Morrow
Mr. G. Kay, Chairman of the Board
Mr. W. McFarland, Chairman
Alderman T. Jackson, Vice-Chairman
Alderman W. McCulloch
Ms. A. VanDuzer
Mr. M. Ryder

Marketing & Sales
Committee

Mayor R. Morrow
Mr. G. Kay, Chairman of the Board
Alderman G. Gallagher, Chairman
Mrs. M. Dow, Vice-Chairman
Mr. F. DeNardis
Mr. A. Dilanni
Mr. M. Ryder
Alderman D. Agostino
Alderman D. Drury

Operations
Committee

Mayor R. Morrow
Mr. G. Kay, Chairman of the Board
Alderman T. Murray, Chairman
Alderman H. Merling, Vice-Chairman
Mr. W. Tidball
Mr. N. Levitt

Special Audit Committee

Mayor R. Morrow
Mr. G. Kay, Chairman of the Board
Mr. W. McFarland, Chairman
Mr. M. Ryder, Vice-Chairman
Mrs. M. Dow

Copa Coliseum Committee

Mayor R. Morrow
Mr. G. Kay, Chairman of the Board
Alderman T. Murray, Chairman
Alderman J. Gallagher, Vice-Chairman
Alderman D. Agostino
Mr. W. McFarland
Mr. M. Ryder
Mrs. M. Dow

Hamilton Place Committee

Mayor R. Morrow
Mr. G. Kay, Chairman of the Board
Alderman H. Merling, Chairman
Mrs. M. Dow, Vice-Chairman
Alderman W. McCulloch
Alderman T. Jackson
Ms. A. VanDuzer
Mr. F. DeNardis

Hamilton Convention Centre
Committee

Mayor R. Morrow
Mr. G. Kay, Chairman of the Board
Mr. W. Tidball, Chairman
Mr. N. Levitt, Vice-Chairman
Alderman T. Jackson
Alderman D. Drury
Mr. M. Ryder



Hamilton
Entertainment
and Convention
Facilities Inc.

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

1990

Board of Directors

Hamilton Entertainment and Convention Facilities Inc.

Alderman J. Gallagher, Chairman
Mr. F. DeNardis, First Vice-Chairman
Alderman D. Agostino, Second Vice Chairman
Mayor R. Morrow
Alderman T. Murray
Alderman W. McCulloch
Alderman H. Merling
Alderman T. Jackson
Alderman D. Drury
Mr. N. Levitt
Mrs. M. Dow
Mr. G. Kay
Mr. W. Tidball
Ms. A. VanDuzer
Mr. M. Ryder
Mr. W. McFarland
Mr. A. DiIanni

Finance & Administration
Committee

Mayor R. Morrow
Alderman J. Gallagher, Chairman
of the Board
Mr. F. DeNardis, Chairman
Mr. W. McFarland, Vice Chairman
Alderman T. Jackson
Alderman W. McCulloch
Ms. A. VanDuzer

Copps Coliseum Committee

Mayor R. Morrow
Alderman J. Gallagher, Chairman
of the Board
Alderman T. Murray, Chairman
Mr. G. Kay, Vice Chairman
Alderman D. Agostino
Mr. W. McFarland
Mrs. M. Dow
Mr. M. Ryder

Marketing & Sales Committee

Mayor R. Morrow
Alderman J. Gallagher, Chairman
of the Board
Mrs. M. Dow, Chairman
Mr. M. Ryder, Vice Chairman
Alderman D. Drury
Alderman D. Agostino
Mr. W. Tidball

Hamilton Place Committee

Mayor R. Morrow
Alderman J. Gallagher, Chairman
of the Board
Alderman H. Merling, Chairman
Mrs. M. Dow, Vice Chairman
Alderman W. McCulloch
Alderman T. Jackson
Ms. A. VanDuzer
Mr. F. DeNardis

Operations Committee

Mayor R. Morrow
Alderman J. Gallagher, Chairman
of the Board
Alderman T. Murray, Chairman
Alderman H. Merling, Vice
Chairman
Mr. G. Kay
Mr. N. Levitt
Mr. A. DiIanni

Hamilton Convention Centre
Committee

Mayor R. Morrow
Alderman J. Gallagher, Chairman
of the Board
Mr. W. Tidball, Chairman
Mr. N. Levitt, Vice Chairman
Alderman T. Jackson
Alderman D. Drury
Mr. M. Ryder

Special Audit Committee

Mayor R. Morrow
Alderman J. Gallagher, Chairman
of the Board
Mr. W. McFarland, Chairman
Mrs. M. Dow
Mr. M. Ryder



Hamilton
Entertainment
and Convention
Facilities Inc.

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L6
Tel. 416-527-7900

1989

Board of Directors

Hamilton Entertainment and Convention Facilities Inc.

Alderman J. Gallagher, Chairman
Mr. W. McFarland, First Vice Chairman
Alderman D. Agostino, Second Vice
Chairman
Mayor R. Morrow
Alderman T. Murray
Alderman W. McCulloch
Alderman H. Merling
Alderman T. Jackson
Alderman D. Drury
Mr. T. Casey
Mr. N. Levitt
Mrs. M. Dow
Mr. F. DeNardis
Mr. G. Kwiatowski
Mr. W. Tidball
Ms. A. VanDuzer
Mr. P. Cowell

Executive Committee

Mayor R. Morrow
Alderman J. Gallagher, Chairman
Mr. W. McFarland, Vice Chairman
Alderman T. Murray
Mr. N. Levitt
Alderman W. McCulloch
Alderman D. Agostino

Special Audit Committee

Alderman J. Gallagher
Mr. W. Tidball, Chairman
Mr. W. McFarland

Copps Coliseum Committee

Mayor R. Morrow
Alderman J. Gallagher
(Board Chairman)
Alderman T. Murray, Chairman
Mr. P. Cowell, Vice Chairman
Mr. W. McFarland
Alderman D. Agostino
Mr. G. Kwiatowski
Mr. T. Casey

Hamilton Convention Centre
Committee

Mayor R. Morrow
Alderman J. Gallagher
(Board Chairman)
Mr. N. Levitt, Chairman
Mr. W. Tidball, Vice Chairman
Ms. A. VanDuzer
Mrs. M. Dow
Alderman D. Drury

Hamilton Place Theatre
Committee

Mayor R. Morrow
Alderman J. Gallagher
(Board Chairman)
Alderman W. McCulloch, Chairman
Alderman H. Merling, Vice Chairman
Alderman T. Jackson
Mrs. M. Dow
Mr. F. DeNardis
Mr. W. Tidball



Hamilton
Entertainment
and Convention
Facilities Inc.

121 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416-527-7900

1988
Board of Directors
Hamilton Entertainment and Convention Facilities Inc.

Alderman B. Hinkley, Chairman
Mr. T. Yates, First Vice Chairman
Alderman J. Gallagher, Second Vice Chairman
Mayor Robert Morrow
Alderman T. Murray
Alderman R. Wheeler
Mr. T. Casey
Mr. S. Cino
Mr. W. McFarland
Dr. C. Bart
Mr. D. Beattie
Mr. N. Levitt
Mrs. M. Dow
Mr. F. DeNardis

Notes: Mr. Yates resigned in June, 1988; Dr. Bart in September. Messrs. Tidball and Kwiatowski were appointed to the Board in October, 1988. Alderman Gallagher moved to the position of First Vice Chairman.

Executive Committee

Mayor R. Morrow
Alderman B. Hinkley, Chairman
Mr. W. McFarland, Vice Chairman
Alderman T. Murray
Mr. T. Yates
Alderman J. Gallagher
Mr. S. Cino

Special Audit Committee

Mayor R. Morrow
Alderman B. Hinkley
(Board Chairman)
Mr. W. McFarland, Chairman
Mr. S. Cino
Dr. C. Bart

Notes: Alderman Wheeler replaced Mr. Yates.

Dr. Bart was not replaced.

Copps Coliseum

Mayor R. Morrow
Alderman B. Hinkley
(Board Chairman)
Alderman T. Murray, Chairman
Mr. D. Beattie, Vice Chairman
Mr. W. McFarland
Mr. N. Levitt
Mr. T. Casey
Alderman J. Gallagher

Hamilton Convention Centre
Committee

Mayor R. Morrow
Alderman B. Hinkley
(Board Chairman)
Mr. T. Yates, Chairman
Alderman Wheeler, Vice
Chairman
Mr. D. Beattie
Mr. F. DeNardis
Mrs. M. Dow
Mr. N. Levitt

Notes: Mr. Kwiatowski replaced Mr. Yates; Alderman Wheeler was appointed Chairman; Mr. Levitt, Vice Chairman.

Hamilton Place Theatre
Committee

Mayor R. Morrow
Mr. S. Cino, Chairman
Dr. C. Bart, Vice Chairman
Mr. F. DeNardis
Mr. T. Casey
Mrs. M. Dow
Alderman R. Wheeler

Notes: Mr. Tidball replaced Dr. Bart.
A Vice Chairman was not appointed.



Hamilton
Entertainment
and Convention
Facilities Inc.

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416-527-7900

1987

Board of Directors

The Hamilton Entertainment and Convention Facilities Inc.

Alderman B. Hinkley, Chairman
Mr. T. Yates, First Vice Chairman
Alderman J. Gallagher, Second Vice Chairman
Mr. D. Braley
Mayor R. Morrow
Alderman T. Murray
Alderman R. Wheeler
Mr. T. Casey
Mr. S. Cino
Mr. D. Hector
Mr. W. McFarland
Dr. C. Bart
Mr. D. Beattie
Mr. N. Levitt

Copps Coliseum Committee

Mayor R. Morrow
Alderman B. Hinkley
(Board Chairman)
Alderman T. Murray, Chairman
Mr. D. Beattie, Vice Chairman
Mr. W. McFarland
Alderman J. Gallagher
Mr. T. Casey
Mr. D. Braley

Hamilton Convention Centre
Committee

Mayor R. Morrow
Alderman B. Hinkley
(Board Chairman)
Mr. T. Yates, Chairman
Alderman R. Wheeler, Vice
Chairman
Mr. D. Beattie
Mr. N. Levitt
Mr. D. Braley

Hamilton Place Committee

Mayor R. Morrow
Alderman B. Hinkley
(Board Chairman)
Mr. D. Hector, Chairman
Mr. S. Cino, Vice Chairman
Alderman R. Wheeler
Mr. T. Casey
Dr. C. Bart

Audit & Finance Committee

Mayor R. Morrow
Alderman B. Hinkley
(Board Chairman)
Mr. W. McFarland, Chairman
Dr. C. Bart, Vice Chairman
Mr. D. Hector
Mr. S. Cino
Mr. N. Levitt



Hamilton
Entertainment
and Convention
Facilities Inc.

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416.527-7900

1986

Board of Directors

Hamilton Entertainment and Convention Facilities Inc.

Mr. D. Braley, Chairman
Alderman B. Hinkley, First Vice Chairman
Mr. T. Yates, Second Vice Chairman
Mayor Robert Morrow
Alderman T. Murray
Alderman R. Wheeler
Alderman J. Gallagher
Mr. T. Casey
Mr. S. Cino
Mr. D. Hector
Mr. W. McFarland
Dr. C. K. Bart
Mr. D. Beattie
Mrs. J. Gowland

Copps Coliseum Committee

Mayor R. Morrow
Mr. D. Braley
(Board Chairman)
Alderman T. Murray, Chairman
Mr. D. Beattie, Vice Chairman
Mr. W. McFarland
Alderman J. Gallagher
Mr. T. Casey

Hamilton Place Committee

Mayor R. Morrow
Mr. D. Braley
(Board Chairman)
Mr. D. Hector, Chairman
Mr. S. Cino, Vice Chairman
Alderman R. Wheeler
Mr. T. Casey
Dr. C. Bart

Hamilton Convention Centre
Committee

Mayor R. Morrow
Mr. D. Braley
(Board Chairman)
Mr. T. Yates, Chairman
Alderman R. Wheeler, Vice
Chairman
Mr. D. Beattie
Mrs. J. Gowland
Alderman B. Hinkley

Audit & Finance Committee

Mayor R. Morrow
Mr. D. Braley
(Board Chairman)
Mr. W. McFarland, Chairman
Dr. C. Bart, Vice Chairman
Mr. D. Hector
Mr. S. Cino
Alderman B. Hinkley



Hamilton
Entertainment
and Convention
Facilities Inc.

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416-527-7900

1985
Interim Board
Hamilton Entertainment and Convention Facilities Inc.

Mr. D. Braley, Chairman
Mr. J. Jaggard, First Vice Chairman
Alderman D. Gray, Second Vice Chairman
Mayor R. Morrow
Alderman J. Bethune
Alderman B. Hinkley
Alderman T. Murray
Mr. T. Casey
Mr. D. Hector
Mr. W. McFarland
Mr. R. Wheeler
Mr. T. Yates
Mr. P. Valariano
Mr. S. Cino

Trade Centre Arena Committee

Alderman D. Gray, Chairman
Mr. P. Valeriano, Vice Chairman
Mr. S. Cino
Mr. T. Casey
Mr. R. Wheeler
Mr. W. McFarland
Mr. J. Jaggard
Alderman T. Murray

Finance & Audit Committee

Mr. W. McFarland, Chairman
Alderman T. Murray
Mr. D. Hector

Hamilton Place Committee

(May, 1985)

Mr. D. Hector, Chairman
Mr. R. Whynott
Mr. S. Cino
Mr. F. DeNardis
Mr. J. C. Jaggard
Mr. B. B. Shekter
Mr. M. C. J. Watson
Alderman V. Agro
Alderman B. Charlton
Alderman M. Kiss
Alderman W. McCulloch
Alderman H. Merling
Alderman T. Murray

**Hamilton Convention Centre
Committee**

(May, 1985)

Mr. D. Braley, Chairman
Mr. K. L. Clark
Mr. W. B. Stetson
Mrs. J. A. Street
Mr. M. Waxman
Mr. T. Yates
Alderman J. A. Bethune
Alderman B. Hinkley
Alderman H. Merling

Note: The Members of both Committees were Members of the former Boards of Directors for Hamilton Place Theatre and The Hamilton Convention Centre.

Hamilton Entertainment and Convention Facilities Inc. manages and operates The Hamilton Convention Centre, Hamilton Place Theatre and Copps Coliseum on behalf of The Corporation of The City of Hamilton



Hamilton
Entertainment
and Convention
Facilities Inc.

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416-527-7900

1984 (June, 1984)

Interim Board

The Hamilton Entertainment and Convention Facilities Inc.

Mr. D. Braley, Chairman
Mr. J. Jaggard, First Vice Chairman
Alderman D. Gray, Second Vice Chairman
Mayor R. M. Morrow
Alderman P. J. Peterson
Alderman B. Hinkley
Alderman T. Murray
Mr. T. Casey
Mr. S. Cino
Mr. D. M. Hector
Mr. W. H. McFarland
Mr. P. O. Valeriano
Mr. R. Wheeler
Mr. T. Yates

Trade Centre Arena Committee

Alderman D. Gray, Chairman
Mr. P. Valeriano, Vice Chairman
Mr. S. Cino
Mr. R. Wheeler

Finance & Audit Sub-Committee

Mr. W. McFarland, Chairman
Alderman T. Murray
Mr. D. M. Hector

3.

OPERATIONS

TERMS OF REFERENCE

1. Receive, review and recommend to the Finance and Administration Committee the annual operating and capital budgets;
2. Recommend to the Board all operational and maintenance expenditures over \$50,000, including method of financing;
3. Review and recommend for approval all contract documents for tender and all contracts for services;
4. Monitor building and equipment to ensure optimum performance;
5. Monitor operations efficiency and effectiveness;
6. Review and recommend to the HECFI Board all matters pertaining to the provision of food and beverage in HECFI facilities as established by Board policy;
7. Provide a monthly written report to the Board;
8. Perform other duties as assigned by Board of Directors.

March, 1992

MARKETING & SALES COMMITTEE

TERMS OF REFERENCE

1. a) Receive, review and recommend to the Board the Annual Marketing Plan;
 b) The Marketing Plan to include client services and public relations;
2. Receive, review and recommend to the Board for approval strategic plans for future;
3. Receive, review and recommend to the Finance and Administration Committee the annual operating and capital budgets;
4. Evaluate and make recommendations regarding community education, social and cultural activities related to performing arts;
5. Monitor activities and events to assess program balance, number of event days, and results of promotions and co-promotions;
6. Recommend to the HECFI Board all expenditures over \$50,000, including method of financing;
7. Receive, review and recommend for approval events that qualify for subsidy from the Innovative Programming Reserve;
8. Monitor expenditures from the Provision for Promotions account for promotions and co-promotions.
9. Provide a monthly written report to the Board;
10. Perform other duties as assigned by Board of Directors.

March, 1992

FINANCE & ADMINISTRATION

TERMS OF REFERENCE

1. Oversee the financial affairs of the Corporation;
2. Receive, review and recommend to the Board the annual operating budgets;
3. Receive, review and recommend to the Board the annual 5-year capital budget programmes;
4. Recommend to the Board all financial and administrative policies and personnel matters;
5. Oversee the Box Office/Ticketing Services for all HECFI facilities;
6. Recommend to the HECFI Board all capital and operational expenditures over \$50,000, including method of financing;
7. Assume responsibility for the efficient management of funds;
8. Provide a monthly written report to the Board;
9. Perform other duties as assigned by Board of Directors.

January, 1991

TERMS OF REFERENCE

HAMILTON PLACE COMMITTEE

1. To ensure that the principal purposes of the corporation (The Hamilton Entertainment and Convention Facilities Inc.) are to maintain, operate, manage, market and promote the Theatre-Auditorium for the benefit of the City of Hamilton and in the public interest for the objects of the corporation.
2. May attend any or all of the Finance and Administration, Marketing and Sales and Operations Standing Committees in the interest of the Hamilton Place facility.
3. The Committee may meet by the following methods:
 - (i) at the call of the Committee Chairman;
 - (ii) by a consensus of the Committee Members;
 - (iii) by order of the H.E.C.F.I. Board.

Following such meeting a written report must be provided to the Board.

TERMS OF REFERENCE

COPPS COLISEUM COMMITTEE

1. To ensure that the principal purposes of the corporation (The Hamilton Entertainment and Convention Facilities Inc.) are to maintain, operate, manage, market and promote the Trade Centre-Arena for the benefit of the City of Hamilton and in the public interest for the objects of the corporation.
2. May attend any or all of the Finance and Administration, Marketing and Sales and Operations Standing Committees in the interest of the Copps Coliseum facility.
3. The Committee may meet by the following methods:
 - (i) at the call of the Committee Chairman;
 - (ii) by a consensus of the Committee Members;
 - (iii) by order of the H.E.C.F.I. Board.

Following such meeting a written report must be provided to the Board.

TERMS OF REFERENCE

HAMILTON CONVENTION CENTRE COMMITTEE

1. To ensure that the principal purposes of the corporation (The Hamilton Entertainment and Convention Facilities Inc.) are to maintain, operate, manage, market and promote the Convention Centre for the benefit of the City of Hamilton and in the public interest for the objects of the corporation.
2. May attend any or all of the Finance and Administration, Marketing and Sales and Operations Standing Committees in the interest of the Convention Centre facility.
3. The Committee may meet by the following methods:
 - (i) at the call of the Committee Chairman;
 - (ii) by a consensus of the Committee Members;
 - (iii) by order of the H.E.C.F.I. Board.

Following such meeting a written report must be provided to the Board.

April, 1990



Hamilton
Entertainment
and Convention
Facilities Inc.

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

MEMO TO: H.E.C.F.I. BOARD OF DIRECTORS

FROM: Gabe Macaluso Patricia Bennett
Managing Director/CEO Legislative Assistant

DATE: March 2, 1992

SUBJECT: BOARD AND STANDING COMMITTEE SCHEDULE

RECOMMENDATION:

THAT THE EXISTING BOARD AND STANDING COMMITTEE SCHEDULE BE REAFFIRMED:

- (i) **THAT THE REGULAR (monthly) BOARD MEETINGS TAKE PLACE EVERY FOURTH FRIDAY AT 8 A.M.; and**
- (ii) **THAT THE FOLLOWING STANDING COMMITTEES MEET AS FOLLOWS:**

OPERATIONS COMMITTEE: every third Wednesday at 12 Noon

FINANCE AND ADMINISTRATION: every third Thursday at 8 a.m.

MARKETING AND SALES: every third Thursday at 12 Noon

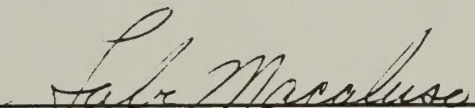
OTHER: at the call of the Chairperson

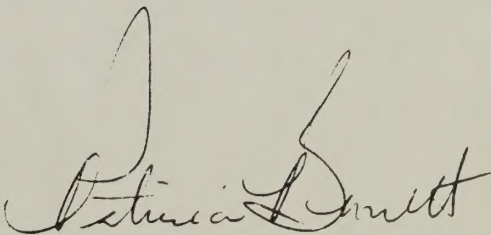
BACKGROUND:

- The foregoing meeting schedule was adopted by the Board of Directors in January, 1991. The schedule provided management's facilitation of the business of the Board on a timely basis; i.e. all Standing Committees meet the week prior to the Board ensuring that issues forwarded to the full Board are current.

- The meeting schedule does not interfere with either of the City's or Regional's Standing Committee schedules.

Respectfully submitted,


Gabe Macaluso
Managing Director/CEO


Patricia Bennett
Legislative Assistant



Handwritten text, possibly a signature or date, located below the logo.

Printed text at the top right, likely a header or title.

Several lines of printed text in the upper middle section, possibly a list or table.

A line of printed text, possibly a section header or a separator.

Printed text on the left side of the middle section.

Printed text on the right side of the middle section.

Printed text in the middle section, possibly a paragraph or a list item.

Large block of printed text in the lower middle section, possibly a main body of text.

Printed text in the lower middle section, possibly a list or table.

Printed text on the left side of the lower section.

Printed text in the lower section, possibly a paragraph or a list item.



Hamilton
Entertainment
and Convention
Facilities Inc.

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

MEETING OF THE BOARD OF DIRECTORS

Friday, April 23, 1993

8:00 a.m.

HAMILTON CONVENTION CENTRE

Room 314

ORDER OF BUSINESS

HECFI Corporate Offices
101 York Blvd.
HAMILTON, ONTARIO
CANADA L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

URBAN/MUNICIPAL

CA40N HBL V89

A35

1991

DECLARATION OF CONFLICT OF INTEREST

1. Opening Remarks

ACTION ITEMS

- | | | |
|-----------|--|----------------------------|
| A. | <i>Operations Committee Fourth Report of 1993</i> | <i>Attachment A</i> |
| B. | <i>Audit Committee First Report of 1993</i> | <i>Attachment B</i> |
| C. | <i>Finance and Administration Committee Fourth Report of 1993</i> | <i>Attachment C</i> |
| D. | <i>Community Dinner: Hamilton Chapter of the Ireland Fund of Canada
April 30, 1993, Heron Point Golf Club</i> | <i>Attachment D</i> |
| E. | <i>Community Dinner: 10th Annual Outstanding Business Achievement
Awards Dinner
May 12, 1993, Carmen's Banquet Centre</i> | <i>Attachment E</i> |

INFORMATION ITEMS

- | | | |
|-----------|---|-----------------------|
| 2. | Correspondence | Attachment 2 |
| 3. | Minutes of Meeting Held March 26, 1993 | Attachment 3 |
| 3.1 | Errors or Omissions | |
| 3.2 | Motion for Approval | |
| 4. | Business Arising From the Minutes | |
| 4.1 | Financial Results for the Two Month
Period Ended February 28, 1993 | Attachment 4.1 |
| 4.2 | April 1, 1993 Correspondence from General
Manager of Parking Authority | Attachment 4.2 |

A.

**Regular Agenda
April 23, 1993
Page Two**

5. Private and Confidential

5.1 Contractual Matters

6. New Business

7. Other Business

8. Date of Next Meeting

*Friday, May 28, 1993
8:00 a.m.*

***Copps Coliseum
Hamilton Room***

9. Motion to Adjourn

OUTSTANDING BUSINESS

Nil

April 19, 1993
Patricia Bennett
Secretary to the Board of Directors

THE NEW YORK
PUBLIC LIBRARY
ASTOR LENOX TILDEN FOUNDATION
1900

THE NEW YORK
PUBLIC LIBRARY
ASTOR LENOX TILDEN FOUNDATION
1900

THE NEW YORK
PUBLIC LIBRARY
ASTOR LENOX TILDEN FOUNDATION
1900

THE NEW YORK
PUBLIC LIBRARY
ASTOR LENOX TILDEN FOUNDATION
1900

A.

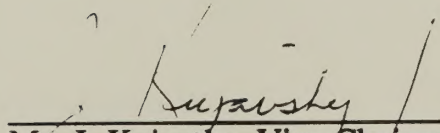
OPERATIONS COMMITTEE FOURTH REPORT OF 1993

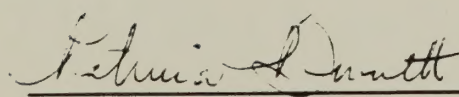
The Operations Committee presents its **FOURTH** Report from its meeting held April 14, 1993 and respectfully requests approval of the following:

1. Cleaning and Maintenance of H.E.C.F.I. Facilities
Acceptance of Proposal

THAT THE LOWEST OF THREE PROPOSALS SUBMITTED BY JANITORIAL DEVELOPMENT INC., HAMILTON, FOR CLEANING AND MAINTENANCE SERVICE REQUIRED AT THE HAMILTON CONVENTION CENTRE, HAMILTON PLACE THEATRE AND COPPS COLISEUM FOR THE TERM COMMENCING 1993 MAY 1 AND ENDING 1994 DECEMBER 31 WITH THE OPTION IN FAVOUR OF H.E.C.F.I. TO EXTEND FOR THREE ADDITIONAL ONE YEAR TERMS - I.E. 1995, 1996 AND 1997, BE ACCEPTED.

Respectfully submitted,


Mr. J. Kujavsky, Vice-Chairman


Patricia Bennett, Secretary

B.

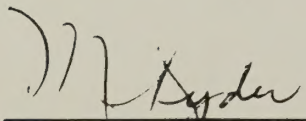
AUDIT COMMITTEE FIRST REPORT OF 1993

The Audit Committee presents its **FIRST** Report from its meeting held April 15, 1993 and respectfully requests approval of the following:

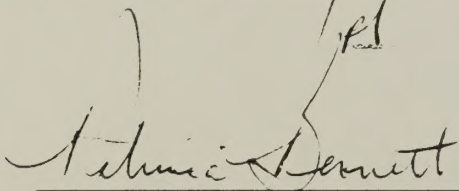
1. Draft 1992 Audited Financial Statements for H.E.C.F.I. and the Hamilton Performing Arts Foundation

THAT THE 1992 DRAFT AUDITED FINANCIAL STATEMENTS FOR H.E.C.F.I. AND THE HAMILTON PERFORMING ARTS FOUNDATION BE APPROVED.

Respectfully submitted,



Marvin Ryder, Chairman



Patricia Bennett, Secretary

**THE HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

FINANCIAL STATEMENTS

DECEMBER 31, 1992

DRAFT

FOR
DISCUSSION ONLY

AUDITORS' REPORT

To the Board Members of
**The Hamilton Entertainment and
Convention Facilities Inc.,**
and the Ratepayers of the Corporation
of the City of Hamilton

We have audited the balance sheet of **The Hamilton Entertainment and Convention Facilities Inc.** as at December 31, 1992 and the statement of revenue and expenditure for the year then ended. These financial statements are the responsibility of the organization's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the organization as at December 31, 1992 and the results of its operations for the year then ended in accordance with the accounting principles disclosed in Note 1 to the financial statements.

Hamilton, Canada
March 12, 1993

CHARTERED ACCOUNTANTS

DRAFT

FOR
DISCUSSION ONLY

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.

1

BALANCE SHEET

DECEMBER 31, 1992

ASSETS

	1992	1991
Imprest funds	\$ 18,600	\$ 20,400
Cash in bank	615,716	-
Accounts receivable	744,161	792,695
Due from City of Hamilton	-	524,898
Inventories (note 3)	44,331	64,424
Prepaid expenses	49,220	36,789
Deferred charges on future shows	26,887	2,000
	<u>\$ 1,498,915</u>	<u>\$ 1,441,206</u>

LIABILITIES

Bank indebtedness	\$ -	\$ 53,339
Accounts payable and accruals	358,990	774,849
Due to City of Hamilton	253,085	-
Advance ticket sales	527,182	254,630
Deposits on future rentals	163,145	161,223
Deferred revenue on display advertising	77,572	68,514
Unredeemed gift certificates	95,455	106,615
Advance from a related corporation (note 4)	23,486	22,036
	<u>\$ 1,498,915</u>	<u>\$ 1,441,206</u>

DRAFT

FOR
DISCUSSION ONLY

APPROVED ON BEHALF OF THE BOARD

DIRECTOR

DIRECTOR

See accompanying Notes to the Financial Statements

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.

2

STATEMENT OF REVENUE AND EXPENDITURE

FOR THE YEAR ENDED DECEMBER 31, 1992

	1992	1991
REVENUE		
Food, beverage and concessions	\$ 2,465,502	\$ 2,689,306
Recoveries	2,036,200	1,400,948
Rentals, licence fees and show revenue	2,001,946	2,218,457
Box office	351,104	371,032
Other	340,998	395,785
	<u>7,195,750</u>	<u>7,075,528</u>
EXPENDITURE		
Events delivery	2,623,709	2,142,849
Food and beverage	2,415,359	2,630,160
Marketing and promotion	1,713,242	1,437,152
Administration	1,415,052	1,607,610
Building operations	1,159,305	1,169,311
Box office	395,453	415,564
	<u>9,722,120</u>	<u>9,402,646</u>
EXCESS OF EXPENDITURE OVER REVENUE FROM OPERATIONS	<u>2,526,370</u>	<u>2,327,118</u>
CONTRIBUTION FROM THE CITY OF HAMILTON	<u>2,702,370</u>	<u>2,705,170</u>
EXCESS OF REVENUE OVER EXPENDITURE FOR THE YEAR (note 6)	<u>\$ 176,000</u>	<u>\$ 378,052</u>

DRAFT

FOR
DISCUSSION ONLY

See accompanying Notes to the Financial Statements

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 1992

1. SIGNIFICANT ACCOUNTING POLICIES

The corporation follows accounting principles appropriate for a municipal organization. The more significant of these accounting policies are summarized below.

(a) Rentals, Licence Fees and Show Revenue

Rentals, licence fees and show revenue comprise minimum rental and licence fees, negotiated percentages of box office receipts and profit or loss when the corporation acts as a promoter or co-promoter on shows.

Revenue excludes the capital improvement ticket surcharge.

(b) Inventories

Inventories are valued at the lower of cost, measured on a first-in, first-out basis, and replacement value.

(c) Capital Assets and Amortization

The land, buildings and original equipment of The Hamilton Entertainment and Convention Facilities Inc. are owned by The Corporation of the City of Hamilton (City of Hamilton). Purchases of equipment and furnishings are charged either directly to operations in the year in which the expenditures occur, or to a capital projects reserve fund established for the purchase of capital assets and maintained by the City of Hamilton on behalf of The Hamilton Entertainment and Convention Facilities Inc.

(d) Reserves

Appropriations for reserves, if any, are included as expenditures. Payments relating to the functional purpose of the reserves are charged directly to the reserves.

The accompanying financial statements do not include the activities of two related corporations, The Hamilton Performing Arts Foundation Inc. and The Hamilton Arena/Trade Centre Foundation Inc.

2. OPERATIONS

The Hamilton Entertainment and Convention Facilities Inc. was incorporated without share capital under the laws of Ontario by the City of Hamilton to maintain and operate, in the public interest, the following facilities:

Copps Coliseum (*a trade centre and arena*)
Hamilton Convention Centre
Hamilton Place (*a theatre-auditorium*)

DRAFT

DISCUSSION ONLY

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.

4

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 1992

3. INVENTORIES

Inventories consist of liquor, beer, wine, food, soft drinks and tobacco supplies.

4. ADVANCE FROM A RELATED CORPORATION

In 1991 the Hamilton Performing Arts Foundation Inc. advanced \$ 21,700 to the corporation which in turn invested the funds with the City of Hamilton. All interest earned on these funds has been reinvested with the City of Hamilton and will be paid to the Hamilton Performing Arts Foundation Inc. The continuity of this account is summarized as:

	1992	1991
Balance - Beginning of year	\$ 22,036	\$ -
Funds advanced	-	21,700
Interest earned during the year	1,450	336
Balance - End of year	\$ 23,486	\$ 22,036

5. PENSION AGREEMENTS

The Corporation makes contributions to the Ontario Municipal Employees Retirement Fund (OMERS), which is a multi-employer plan, on behalf of 73 members of its staff. The plan is a defined benefit plan which specifies the amount of the retirement benefit to be received by the employees based on the length of service and rates of pay.

The amount contributed to OMERS for 1992 was \$ 212,026 (1991 - \$ 188,540) for current service and is included as an expenditure on the Statement of Revenue and Expenditure.

6. TRANSFER TO THE CITY OF HAMILTON

At the end of the year \$ 176,000, the excess of revenue over expenditures for the year, was transferred to the City of Hamilton and allocated to the Hamilton Entertainment and Convention Facilities Inc. Fund for Capital Projects. The 1991 excess of revenue over expenditures, which totalled \$ 378,052, was transferred to the City of Hamilton.

DRAFT

FOR
DISCUSSION ONLY

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.

5

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 1992

7. OTHER RESERVE FUNDS

The following reserve funds have been set aside by City Council on behalf of The Hamilton Entertainment and Convention Facilities Inc.

(a) Capital Improvement Surcharge Funds

The Hamilton Entertainment and Convention Facilities Inc. levies a patron surcharge on ticket admissions to Hamilton Place and Copps Coliseum. Receipts from these surcharges are transferred to the City of Hamilton and recorded respectively in the Hamilton Place ticket surcharge reserve fund account and the Copps Coliseum ticket surcharge reserve fund account. The funds in these accounts are utilized for capital improvements to the respective buildings. The continuity of these funds are summarized as follows:

Hamilton Place

Balance - Beginning of year

Receipts during the year

Interest earned during the year

Payments made in year
Asbestos abatement

Balance - End of year

1992	1991
\$ 385,417	\$ 472,323
82,492	61,695
<u>27,576</u>	<u>34,239</u>
495,485	568,257
	(182,840)
<u>\$ 495,485</u>	<u>\$ 385,417</u>

Copps Coliseum

Balance - Beginning of year

Receipts during the year

Interest earned during the year

Balance - End of year

1992	1991
\$ 58,724	\$ -
48,519	58,724
<u>6,330</u>	<u>-</u>
<u>\$ 111,573</u>	<u>\$ 58,724</u>

DRAFT
FOR
DISCUSSION ONLY

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.

6

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 1992

7. OTHER RESERVE FUNDS (continued)

(b) Fund for Capital Projects

This reserve fund and the interest earned thereon is used primarily to finance major building repairs, purchase of equipment or replacement thereof. The continuity of this fund is summarized as:

	1992	1991
Balance - Beginning of year	\$ 932,777	\$ 1,098,663
Interest earned during the year	116,718	183,053
Surplus transferred from The Hamilton Entertainment and Convention Facilities Inc.	176,000	-
Capital Fund accounts closed	-	97,828
Sale of assets	-	1,233
Funds transferred to the capital fund in respect of approved capital projects	(847,000)	(448,000)
Balance - End of year	\$ 378,495	\$ 932,777

(c) Special Events Subsidy Fund

This reserve and interest earned thereon is used primarily to attract events to the facilities operated by The Hamilton Entertainment and Convention Facilities Inc. The continuity of this fund is summarized as:

	1992	1991
Balance - Beginning of year	\$ 27,273	\$ 38,141
Contribution from the City of Hamilton	100,000	100,000
Interest earned during the year	240	2,774
Payments made in the year for event subsidies	(124,223)	(113,642)
Balance - End of year	\$ 3,290	\$ 27,273

As at December 31, 1992, the balance has been committed for 1993.

DRAFT

FOR
DISCUSSION ONLY

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.

7

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 1992

8. OTHER FINANCIAL INFORMATION

At December 31, 1992, the City of Hamilton has outstanding long-term debt of \$ 16,156,232 (1991 - \$ 17,267,432) which was incurred to acquire the buildings and original equipment of The Hamilton Entertainment and Convention Facilities Inc. The City of Hamilton's future payments on this debt are summarized as follows:

	<u>Principal</u>	<u>Interest</u>	<u>Sinking Fund Deposits</u>	<u>Total</u>
1993	\$ 1,005,148	\$ 1,833,416	\$ 796,532	\$ 3,635,096
1994	1,125,500	1,703,351	796,532	3,625,383
1995	10,855,928	1,554,805	(8,895,469)	3,515,264
1996	1,322,656	359,490	127,498	1,809,644
1997	—	184,700	127,498	312,198
1998	<u>1,847,000</u>	<u>92,350</u>	<u>(1,719,502)</u>	<u>219,848</u>
	<u>\$ 16,156,232</u>	<u>\$ 5,728,112</u>	<u>\$ (8,766,911)</u>	<u>\$ 13,117,433</u>

During 1992 the City of Hamilton incurred \$ 1,957,986 (1991 - \$ 2,096,862) in interest expenses relating to the debt.

In addition, the City of Hamilton incurred estimated utility charges and related overhead expenses of \$ 1,466,874 (1991 - \$ 1,521,000) for the operations of The Hamilton Entertainment and Convention Facilities Inc.

9. LIABILITY FOR VESTED SICK LEAVE BENEFITS

Effective May 1, 1982 the predecessor corporations to the Hamilton Entertainment and Convention Facilities Inc. adopted an Income Protection Plan and sick leave credits earned under the previous Sick Leave Benefit Plan were frozen. Under the Sick Leave Benefit Plan unused sick leave could accumulate and employees were entitled to cash payment upon termination of services after ten continuous years of employment. Entitlement to cash payment continues to apply to those employees who earned credits under this plan. The liability for these accumulated days, to the extent that they have vested and could be taken in cash by an employee on termination, amounted to \$ 72,174 at December 31, 1992 (1991 - \$ 84,325). Cash payments made by the City of Hamilton in lieu of sick leave are included in the expenditures of the year in which services are terminated and no provision was made by the City in the year when the liability was incurred. The current year's expenditure of \$ 15,043 (1991 - \$ 11,018) for sick leave liability was paid directly by the City of Hamilton and is not reflected in these financial statements.

10. COMPARATIVE FIGURES

Certain reclassifications of 1991 comparative figures have been made to conform to the financial statement presentation adopted in 1992.

DRAFT

FOR
DISCUSSION ONLY

**THE HAMILTON PERFORMING
ARTS FOUNDATION INC.**

FINANCIAL STATEMENTS

DECEMBER 31, 1992

DRAFT

**FOR
DISCUSSION ONLY**

AUDITORS' REPORT

To the Directors of
**The Hamilton Performing
Arts Foundation Inc.**

We have audited the balance sheet of **The Hamilton Performing Arts Foundation Inc.** as at December 31, 1992 and the statement of fund balance for the year then ended. These financial statements are the responsibility of the Foundation's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the Foundation as at December 31, 1992 and the results of its operations for the year then ended in accordance with generally accepted accounting principles.

Hamilton, Canada
March 12, 1993

CHARTERED ACCOUNTANTS

DRAFT

FOR
DISCUSSION ONLY

THE HAMILTON PERFORMING ARTS FOUNDATION INC.

1

BALANCE SHEET

DECEMBER 31, 1992

ASSETS

SCHOLARSHIP FUND

Cash in bank

Short-term deposit (note 2)

1992	1991
\$ 187	\$ 187
<u>23,486</u>	<u>22,036</u>
<u>\$ 23,673</u>	<u>\$ 22,223</u>
<u>\$ 23,673</u>	<u>\$ 22,223</u>

FUND BALANCE

APPROVED ON BEHALF OF THE BOARD

DIRECTOR

DIRECTOR

DRAFT

OR
DISCUSSION ONLY

See accompanying Notes to the Financial Statements

THE HAMILTON PERFORMING ARTS FOUNDATION INC.

2

STATEMENT OF FUND BALANCE

FOR THE YEAR ENDED DECEMBER 31, 1992

	Scholarship	
	Fund 1992	Fund 1991
FUND BALANCE - Beginning of year	\$ 22,223	\$ 20,804
INTEREST REVENUE	1,450	1,419
FUND BALANCE - End of year	\$ 23,673	\$ 22,223

DRAFT

FOR
DISCUSSION ONLY

See accompanying Notes to the Financial Statements

THE HAMILTON PERFORMING ARTS FOUNDATION INC.

3

NOTES TO THE FINANCIAL STATEMENTS

DECEMBER 31, 1992

1. SIGNIFICANT ACCOUNTING POLICIES

The Foundation follows accounting principles generally accepted in Canada in preparing its financial statements. The significant accounting policies used are as follows:

- (a) Revenue and expenditures of the Foundation are recorded on the accrual basis.
- (b) Purchases of equipment, if any, are recorded as a charge against revenue in the year of acquisition.

2. SHORT-TERM DEPOSIT

In 1991 \$ 21,700 was advanced to the Hamilton Entertainment and Convention Facilities Inc. (a related corporation) which in turn invested the funds with the Corporation of the City of Hamilton. All interest earned on these funds accrues to the Foundation.

3. STATEMENT OF CHANGES IN CASH RESOURCES

A statement of changes in cash resources is not provided as disclosure in these financial statements is considered to be adequate.

DRAFT

DISCLOSURE ONLY

C.

FINANCE AND ADMINISTRATION COMMITTEE FOURTH REPORT OF 1993

The Finance and Administration Committee presents its **FOURTH** Report from its meeting held April 15, 1993 and respectfully requests approval of the following:

1. Senior Management's Expenses

THAT THE FINANCE AND ADMINISTRATION COMMITTEE EXAMINED THE 1992 EXPENSES OF SENIOR MANAGEMENT AND HAS ESTABLISHED THE FOLLOWING:

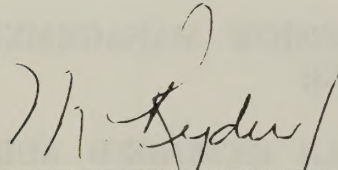
- a) THAT THE CHAIRMAN OF THE BOARD APPROVED ALL EXPENDITURES INCURRED BY THE C.E.O. IN ACCORDANCE WITH ESTABLISHED GUIDELINES;**
- b) THAT ALL EXPENSES INCURRED BY THE C.E.O. MET ESTABLISHED GUIDELINES;**
- c) THAT THE C.E.O. APPROVED ALL EXPENSES INCURRED BY SENIOR MANAGEMENT DIRECTORS IN ACCORDANCE WITH ESTABLISHED GUIDELINES;**
- d) THAT ALL EXPENSES INCURRED BY SENIOR MANAGEMENT DIRECTORS MET ESTABLISHED GUIDELINES;**
- e) THAT H.E.C.F.I.'S AUDITORS PROVIDED AN EXTENDED AUDIT TESTING OF SENIOR MANAGEMENT EXPENSES AND FOUND NO IRREGULARITIES OR IMPROPRIETIES;**
- f) THAT CURRENT EXPENDITURE GUIDELINES ARE ACCEPTABLE.**

2. Sports Business Workshop

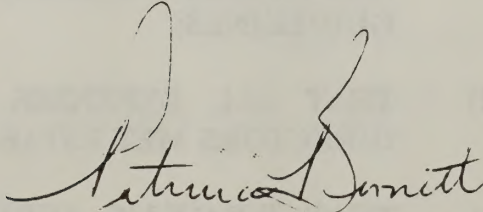
THAT THE CHAIRMAN OF THE FINANCE AND ADMINISTRATION COMMITTEE ACCOMPANY THE DIRECTOR OF MARKETING AND SALES OR HIS DESIGNATE TO THE SPORTS BUSINESS WORKSHOP IN NEW YORK CITY IN JULY OR AUGUST 1993; and

THAT FUNDING REQUIREMENTS FOR THE ATTENDANCE AT THE ABOVE NAMED WORKSHOP FOR THE CHAIRMAN OF THE FINANCE AND ADMINISTRATION COMMITTEE, AND THE DIRECTOR OF MARKETING AND SALES OR HIS DESIGNATE BE ALLOCATED FROM ACCOUNT NUMBER HE 55201 85004.

Respectfully submitted,



Marvin Ryder, Chair



Patricia Bennett, Secretary

The
Ireland Fund
of Canada



Le Fonds
Irlande
du Canada

D.

PEACE • CULTURE • CHARITY / PAIX • CULTURE • CHARITÉ

HAMILTON CHAPTER, 65 WALNUT STREET SOUTH, HAMILTON, ON
(416) 528-5150

March 31, 1993

Mr. Gabe Macaluso
Hamilton Entertainment
and Convention Centre
101 York Boulevard
Hamilton, Ontario
L8R 3L4

Dear Mr. Macaluso:

Re: "An Evening of Irish Music, Poetry and Dance"

The Hamilton Chapter of the Ireland Fund of Canada will hold its 4th annual Gala Dinner at the Heron Point Golf Club on April 30, 1993.

In keeping with the theme -- "An Evening of Irish Music, Poetry and Dance" -- we will be entertained by music on the Irish Harp with vocal accompaniment, traditional Irish Dancing, and a selection of readings from Ireland's rich poetic lore in English and Gaelic -- all accompanied by sumptuous dining in good company.

We are delighted that His Worship Mayor Robert Morrow of Hamilton has agreed to act as Honorary Chair of this year's event. His Excellency, the Irish Ambassador to Canada, Mr. Antoin MacUnfraidh, has graciously consented to attend and will bring us greetings from Ireland.

The Ireland Fund of Canada is a non-political, non-sectarian charity devoted to promoting peace and reconciliation, culture and charity in Ireland, north and south. With its support for

. . .2/

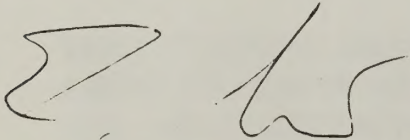
initiatives such as integrated schools in the North and grassroots job creating projects in the South, the Ireland Fund is having a concrete and positive impact on the lives of young people and their future. We need your help to continue this work.

Last year, we were fortunate enough to have a HECFI table at the event. We very much hope that you will be able to do so again this year, or at least send some representatives.

I look forward to hearing from you.

Yours very truly,

BARRETT, CUMMINS SETO

A handwritten signature in dark ink, appearing to read 'Elizabeth Cummins Seto', written in a cursive style.

ELIZABETH CUMMINS SETO
ECS:em

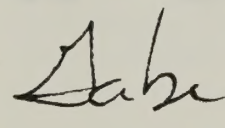
OLIVER, TASSI
BARRISTERS & SOLICITORS

James W. Oliver, Q.C.
Filomena Tassi, B.A., LL.B.

40 Forest Avenue
Hamilton, Canada
L8N 1X1
(416) 523-5959
Fax (416) 523-1145

April 1, 1993

HECFI
115 King Street West
Hamilton, Ontario
L8P 4T3

Dear Sirs: 

The 10th Annual Outstanding Business Achievement Awards dinner will be held on May 12, 1993 at Carmen's Banquet Centre beginning at 5:30 p.m.

The Greater Hamilton Outstanding Business Achievement Awards is sponsored by the Hamilton & District Chamber of Commerce to award and promote business deserving of special recognition. Awards are distributed to winners in the small and large business category, as well as to a young entrepreneur.

This event has traditionally hosted 800 to 1000 attendees in the Greater Hamilton area, with attendees also from Toronto and urban areas. The winner automatically receives a nomination for the Ontario Chamber Outstanding Business Achievement Award.

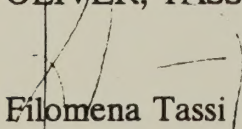
We are pleased to welcome our guest speaker, Mr. Frank Stronach, Chairman of Magna International Inc., who will talk about his successful business recovery strategy.

A special feature of this year's event will be an "Outstanding Business On Parade Showcase" to be held during the pre-dinner cocktail reception. Here you will have an opportunity to meet some of this year's nominees, learn more about their companies, products and why they have been selected by Hamilton's business community as candidates for this award.

I have enclosed ticket information. I will be contacting you shortly to determine how many tickets you wish to purchase for this event. I look forward to talking to you and hope you will be able to attend Hamilton's Premier Business event of the year.

Yours truly,

OLIVER, TASSI


Filomena Tassi

FT:lc

2.



NATIONAL HOCKEY LEAGUE

MONTREAL

NEW YORK

TORONTO

NEW YORK OFFICE

MAR 16 1993

March 11, 1993

Mr. Gabe Macaluso
Managing Director/ CEO
Hamilton Entertainment
and Convention Facilities, Inc.
101 York Boulevard
Hamilton, Ontario
Canada
L8R 3L4

Dear Mr. Macaluso:

Thank you for your February 15 letter. While I could not be with you on March 1, I am very aware of the positive response to the game.

Sincerely,

Gary B. Bettman
Commissioner

GBB/aew



MAR 1 1993

8
MAR 1 1993

NATIONAL HOCKEY LEAGUE PLAYERS' ASSOCIATION

One Dundas Street West, Suite 2406, P.O. Box 84, Toronto, Canada M5G 1Z3
Telephone: (416) 408-4040 FAX: (416) 408-3685

March 3, 1993

Mayor Robert Morrow
The Corporation of the
City of Hamilton
101 York Boulevard
Hamilton, Ontario
L8R 3L4

*To Gal
+ 1 ticket*

Dear Mayor Morrow:

RE: Pre-Game Dinner

Just a short note to say thank you for inviting me to your pre-game dinner on March 1, 1993. I apologize for not being able to stay longer but at that time prior to a game I have many items to attend to.

I look forward to being involved in future events in Hamilton.

Yours very truly,

**NATIONAL HOCKEY LEAGUE
PLAYERS' ASSOCIATION**

Michael Humes
Director of Special Projects

MKH:akp

3.

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

REGULAR MEETING OF THE BOARD OF DIRECTORS

**Friday, March 26, 1993
8:00 a.m.
HAMILTON CONVENTION CENTRE
Room 314**

MINUTES

PRESENT: Mr. W. Tidball, Chairman
Alderman T. Anderson, First Vice Chairman
Mr. F. DeNardis, Second Vice Chairman
Mayor R. Morrow
Alderman H. Merling
Alderman B. Charters
Alderman F. Eisenberger
Mrs. M. Dow
Mr. M. Ryder
Mr. A. DiIanni
Mr. C. Nolan
Mr. J. Kujavsky
Mrs. J. Isbester

ALSO PRESENT: Mr. G. Macaluso
Mr. J. Leuser
Mr. B. Calder
Mr. B. Snetsinger

REGRETS: Mr. G. Kay

MEDIA: Ms. S. Magee, C.K.O.C.

Declaration of Conflict of Interest

Mr. Tidball and Alderman Eisenberger declared a possible conflict of interest with Action Item "C" - Football Hall of Fame, Community Dinner, as both of these Board Members are also Board Members of the Football Hall of Fame.

1. Opening Remarks

Mr. Tidball reported that the N.H.L. Pre-Game Dinner held March 1st was well received by guests which included Messrs. S. Knox III and IV, P. Quinn, R. Goodenow, T. Kelly, S. Carmichael, as well as several of the H.E.C.F.I. Board Members. Senior Management Directors were requested to convey to their respective staff members the Board's awareness and appreciation of the co-ordination and management of the recent Guns 'N Roses concert.

B. Finance and Administration Committee Third Report of 1993

In order to meet another commitment it was necessary that the Chairman of the Finance and Administration Committee leave the meeting early; the order of business was changed accordingly so that the Finance and Administration Report could be presented first.

Alderman Anderson moved, Mr. Nolan seconded the motion that Mr. J. Kujavsky be nominated to the membership of the Finance and Administration Committee. No other nominations were received.

MR. J. KUJAVSKY WAS DECLARED A MEMBER OF THE FINANCE AND ADMINISTRATION COMMITTEE BY ACCLAMATION.

The Board moved into an In-Camera Session at 8:15 a.m. to discuss matters of a private and confidential nature. It was

MOVED by Mr. Ryder, seconded by Mr. Kujavsky that

THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 8:15 A.M.

MOTION CARRIED.

MOVED by Mr. Kujavsky, seconded by Mr. Nolan that

THE IN-CAMERA SESSION BE ADJOURNED AT 9:25 A.M.

MOTION CARRIED.

The following issue was discussed during the In-Camera Session, moved and voted upon during the public session:

Memorandum of Agreements Between H.E.C.F.I. and I.A.T.S.E.

MOVED by Mr. DiIanni, seconded by Mr. Kujavsky that

THE NEGOTIATION OF THE COLLECTIVE AGREEMENTS BETWEEN H.E.C.F.I. AND I.A.T.S.E. LOCAL 129 RESPECTING COPPS COLISEUM AND HAMILTON CONVENTION CENTRE BE REFERRED BACK TO THE FINANCE AND ADMINISTRATION COMMITTEE.

A. Operations Committee Third Report of 1993

MOVED by Mr. Nolan, seconded by Alderman Eisenberger that

THE OPERATIONS COMMITTEE THIRD REPORT OF 1993 BE APPROVED AS AMENDED AND THE FOLLOWING RECOMMENDATION ENDORSED:

THAT THE POLICY PERTAINING TO SMOKING IN THE WORKPLACE AS IT RELATES TO THE H.E.C.F.I. FACILITIES BE AMENDED SO THAT SMOKING BY STAFF WILL BE PERMITTED IN AND RESTRICTED TO ROOM 219 AT THE HAMILTON CONVENTION CENTRE, THE DESIGNATED SMOKING AREAS AT COPPS COLISEUM AND HAMILTON PLACE (rink level smoking lounge and the previous 'Mail Order' room respectively).

MOTION CARRIED. Mrs. Dow and Alderman Merling opposed the motion.

C. Community Dinner: Football Hall of Fame, Saturday, June 26, 1993

Alderman Anderson assumed the Chair as Mr. Tidball had previously declared a possible conflict of interest.

MOVED by Mrs. Isbester, seconded by Mr. Nolan that

ON BEHALF OF THE BOARD OF DIRECTORS UP TO TEN (10) TICKETS BE PURCHASED TO THE JUNE 26, 1993 FOOTBALL HALL OF FAME INDUCTION DINNER.

MOTION CARRIED. Alderman Merling opposed the motion.

Mr. Tidball resumed the Chair.

D. Bob Pedler Memorial Dance and Concert March 28, 1993 :
Royal Canadian Legion, Branch 163

MOVED by Alderman Anderson, seconded by Mr. Kujavsky that

**H.E.C.F.I. PURCHASE TWO (2) TICKETS TO THE BOB PEDLER
MEMORIAL DANCE AND CONCERT MARCH 28, 1993 AT WHICH
MAYOR R. MORROW WILL BE PRESENTED WITH AN
HONORARY MEMBERSHIP TO THE HAMILTON MUSICIANS
GUILD.**

MOTION CARRIED. Alderman Merling opposed the motion. Mayor
Morrow abstained from the voting procedure.

2. Correspondence

MOVED by Mr. Nolan, seconded by Mrs. Dow that

**THE CORRESPONDENCE INCLUDED IN THE AGENDA
PACKAGE AS ATTACHMENT 2 BE RECEIVED.**

MOTION CARRIED.

3. Minutes of Meeting Held February 26, 1993

MOVED by Mr. Kay, seconded by Mrs. Isbester that

**THE MINUTES OF THE FEBRUARY 26, 1993 REGULAR MEETING
OF THE BOARD BE APPROVED.**

MOTION CARRIED.

4. Business Arising From the Minutes

4.1 Financial Results for the Twelve Month Period Ended December 31, 1992

MOVED by Mr. Nolan, seconded by Alderman Anderson that

THE REPORT, FINANCIAL SUMMARY FOR THE TWELVE MONTH PERIOD ENDED DECEMBER 31, 1992 BE RECEIVED.

MOTION CARRIED.

5. Private and Confidential

See Page three of minutes.

6. New Business

6.1 Senior Management Expense Statements

In response to Alderman Merling's request, the Director of Finance and Administration was directed to provide itemized lists of 1992 expenses for each member of senior management to the next Finance and Administration Committee meeting.

7. Other Business

7.1 Arts Awareness Month ; 20th Anniversary of Hamilton Place

Mayor Morrow advised that Arts Awareness Week (Month) has been extended to take place over the course of the whole month of October. This will be conducted in conjunction with celebrations of the 20th anniversary of Hamilton Place. Interested Board Members were invited to join the organizing committee.

8. Date of Next Meeting

Friday, April 23, 1993
8:00 a.m.
Hamilton Convention Centre
Room 314

9. Motion to Adjourn

MOVED by Mr. Nolan, seconded by Mrs. Dow that

THE MEETING BE ADJOURNED AT 9:55 A.M.

MOTION CARRIED.

TAKEN AS READ AND APPROVED

William J. Tidball, Chairman

Patricia Bennett, Secretary



Hamilton
Entertainment
and Convention
Facilities Inc.

44
101 York Boulevard
Hamilton, Ontario
Canada L8N 3L4
Tel. 416/546-4000
Fax 416/527-6856

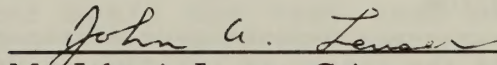
Financial Summary
For the Two Month Period Ended February 28, 1993

	(1)	(2)	(3)
	<u>Budget</u>	<u>Actual</u>	<u>Favourable</u> <u>< Unfavourable ></u> <u>Budget Variance</u>
Revenue	\$1,156,625	\$1,215,552	\$58,927
Expenditures	<u>1,499,617</u>	<u>1,479,923</u>	<u>19,694</u>
Excess of Expenditures Over Revenue From Operations	<u>\$ 342,992</u>	<u>\$ 264,371</u>	<u>\$78,621</u>

Comments:

HECFI's municipal contribution was under-expended by \$78,621 (see row 3, column 3 above) for the two month period ended February 28, 1993. This occurred primarily due to significant revenues being earned from the Canadian Figure Skating Championships.

Please note that it is the policy of the City of Hamilton not to charge its departments, related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly, these financial results do not reflect these costs.


Mr. John A. Leuser, C.A.
Director of Finance and Administration

March 23, 1993

:he

Attachment

Hamilton Entertainment and Convention Facilities Inc. manages and operates The Hamilton Convention Centre, Hamilton Place Theatre and Copps Coliseum on behalf of The Corporation of The City of Hamilton

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.
CONSOLIDATED STATEMENT OF REVENUE AND EXPENDITURE

	Annual 1993 Budget	Budgeted Operating Results For The Two Month Period Ended February 28 1993	Actual Operating Results For The Two Month Period Ended February 1993	Favourable/ (Unfavourable) Budget Variance Amount	%
	(1)	(2)	(3)	(4)	(5)
REVENUE					
RENTAL, LICENCE FEES AND SHOW REVENUE	\$1,433,300	\$363,222	\$362,417	(\$805)	-0.2%
OTHER RENTALS	\$355,580	\$65,693	\$74,931	\$9,238	14.1%
FOOD, BEVERAGE AND CONCESSIONS	\$2,853,650	\$383,593	\$384,671	\$1,078	0.3%
RECOVERIES	\$1,549,950	\$224,372	\$292,800	\$68,428	30.5%
BOX OFFICE	\$371,220	\$60,929	\$50,079	(\$10,850)	-17.8%
OTHER	\$323,470	\$58,816	\$50,654	(\$8,162)	-13.9%
TOTAL REVENUE	\$6,887,170	\$1,156,625	\$1,215,552	\$58,927	5.1%
EXPENDITURES					
OPERATIONS-ADMINISTRATION	\$234,980	\$39,164	\$33,847	\$5,317	13.6%
FOOD AND BEVERAGE	\$2,581,040	\$368,131	\$351,773	\$16,358	4.4%
EVENTS DELIVERY	\$2,348,550	\$385,108	\$402,368	(\$17,260)	-4.5%
BUILDING OPERATIONS	\$1,411,940	\$235,336	\$224,102	\$11,234	4.8%
MARKETING AND PROMOTION	\$1,315,490	\$193,486	\$200,789	(\$7,303)	-3.8%
ADMINISTRATION-CEO/BOARD	\$355,030	\$59,178	\$54,930	\$4,248	7.2%
FINANCE AND ADMINISTRATION	\$871,810	\$145,304	\$130,742	\$14,562	10.0%
BOX OFFICE	\$427,100	\$73,910	\$81,372	(\$7,462)	-10.1%
PROVISION FOR CAPITAL REPLACEMENT	\$43,600	\$0	\$0	\$0	0.0%
TOTAL EXPENDITURES	\$9,589,540	\$1,499,617	\$1,479,923	\$19,694	1.3%
EXCESS OF EXPENDITURE OVER REVENUE FROM OPERATIONS	\$2,702,370	\$342,992	\$264,371	\$78,621	22.9%
CONTRIBUTION FROM THE CITY	\$2,702,370	\$342,992	\$342,992	\$0	0.0%
UNDER EXPENDED MUNICIPAL CONTRIBUTION	\$0	\$0	\$78,621	\$78,621	

NOTE: It is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly these financial statements do not reflect the above costs.

CHAIRMAN:
ALDERMAN VINCE AGRO

MEMBERS:
ALDERMAN DOMINIC AGOSTINO
ALDERMAN FRANK D'AMICO



THE PARKING AUTHORITY OF THE CITY OF HAMILTON

PETER G. BAKER
GENERAL MANAGER

TELEPHONE (416) 523-0871
FAX (416) 523-0871

80 MAIN STREET WEST, HAMILTON, ONTARIO L8P 1H6

April 1, 1993

Mr. William Tidball, Chairman
Hamilton Entertainment and Convention Facilities Inc.
101 York Boulevard
Hamilton, Ontario,
L8R 3L4

Dear Mr. Tidball:

RE: PARKING CONCERNS--CONVENTION CENTRE PARKING GARAGE

Thank you for your letter of March 11, 1993 to Alderman Vince Agro respecting problems with the Convention Centre parking garage. We very much want to satisfy you and your Board in this area and can assure you that we will strive continuously to this end.

I would like you to know that Gabe Macaluso and I have met on this matter and that we have an excellent and open line of communication on all matters related to parking for HECFI events; and this relationship extends to our corresponding staffs. We all work closely to attempt to make parking the least of your patrons' problems. Nevertheless, we too are not yet satisfied and will attempt to improve wherever possible.

You should know that the problem of serious delays to the opening of events at Hamilton Place was only brought to our attention recently; and although I have personally not seen this happen (I attend most major presentations), it is not acceptable; and steps have been taken to balance out a successful entering time with a timely exit. We will be improving the vehicle direction outside the parking garage, and also cutting off the pre-paid tickets a few minutes before curtain time.

As to exiting, we maintain records that show the exiting of all vehicles takes between 9 and 20 minutes in duration since the pre-pay scheme was started. This is the maximum time taken from the first driver entering his/her car until the very last patron leaves. Therefore no one is being stuck in their car for anything like these maximum times. This is a big step from a few years ago when patrons were not charged on the way in to the facility and had to be delayed for paying at the kiosk on the way out. Then it was common for very long delays to occur.

Gabe and I have also, in the past, tried using machines for pre-paid parking in the lobby of Hamilton Place. Although this was

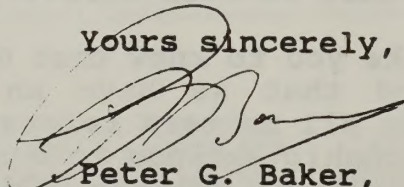
unsuccessful we at least tried it out. By far the best solution is the pre-pay method on the way in to the parking garage.

There are many areas in which our two organizations are working well together and I am certain that this matter can also be resolved to the satisfaction of you and your Board. Naturally there will always be some difficulties with sensitive issues such as parking; but you can count on the **Parking Authority** to co-operate in every way possible to make the parking experience by your patrons as "painless" as possible.

Alderman Agro mentioned asked that you be invited to the next Board meeting of the Authority. You are cordially invited to attend should you choose to do so (noon, April 29, Parking Authority Board room). However, please be assured that Gabe and I have been dealing actively with one another on this matter and feel that it is under control.

Again, thank you for taking the time to write down your concerns. Please call if you would care to have any other questions answered (523-7275). Also, I would be pleased to meet with you personally at your convenience.

Yours sincerely,



Peter G. Baker,
General Manager

cc Ald. Agro

HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.

MEETING OF THE BOARD OF DIRECTORS

Friday, May 28, 1993

8:00 a.m.

COPPS COLISEUM

Hamilton Room

ORDER OF BUSINESS

HECFI Corporate Offices
101 York Blvd.
HAMILTON, ONTARIO
CANADA L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856



Hamilton
Entertainment
and Convention

URBAN/MUNICIPAL

CA4 ON HBL V89

A35
1993

DECLARATION OF CONFLICT OF INTEREST

1. Opening Remarks

ACTION ITEMS

A. *Operations Committee Fifth Report of 1993*

Attachment A

B. *Marketing and Sales Committee First Report of 1993*

Attachment B

INFORMATION ITEMS

2. Correspondence

Attachment 2

3. Minutes of Meeting Held April 23, 1993

Attachment 3

3.1 Errors or Omissions

3.2 Motion for Approval

4. Business Arising From the Minutes

4.1 Financial Results for the Three Month
Period Ended March 31, 1993

Attachment 4.1

5. Private and Confidential

5.1 Contractual Matters : HPO Delegation at 8:30 a.m.

6. New Business

7. Other Business

8. Date of Next Meeting: *Friday, June 25, 1993*

8:00 a.m.

Hamilton Convention Centre

Albion C

9. Motion to Adjourn

OUTSTANDING BUSINESS

Nil

May 25, 1993

Patricia Bennett
Secretary to the Board of Directors

Hamilton Entertainment and Convention Facilities Inc. manages and operates The Hamilton Convention
Centre, Hamilton Place Theatre and Copps Coliseum on behalf of The Corporation of The City of Hamilton

URBAN MUNICIPAL

MAY - 1993

GOVERNMENT DOCUMENTS

7-201105-200



Hamilton
Entertainment
and Convention
Facilities Inc.



HECF Corporate Offices
101 York Blvd.
HAMILTON, ONTARIO
CANADA L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

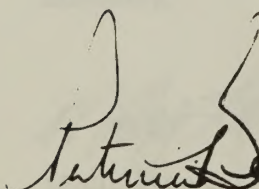
OPERATIONS COMMITTEE FIFTH REPORT OF 1993

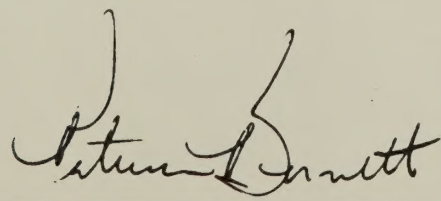
The Operations Committee presents its **FIFTH** Report from its meeting held May 19, 1993 and respectfully requests approval of the following:

1. Renovations for Barrier Free Accessibility: Cultural Facilities Improvement Programme Grant

THAT A GRANT APPLICATION BE MADE TO THE MINISTRY OF CULTURE, TOURISM AND RECREATION IN THE AMOUNT OF \$18,650. TO THE CULTURAL FACILITIES IMPROVEMENT PROGRAMME, TO ASSIST IN THE FINANCING OF RENOVATIONS RELATING TO BARRIER FREE ACCESSIBILITY TO BE UNDERTAKEN AT HAMILTON PLACE.

Respectfully submitted,


Patricia Bennett for Alderman Merling
Alderman H. Merling, Chairman


Patricia Bennett, Secretary

MARKETING AND SALES COMMITTEE FIRST REPORT OF 1993

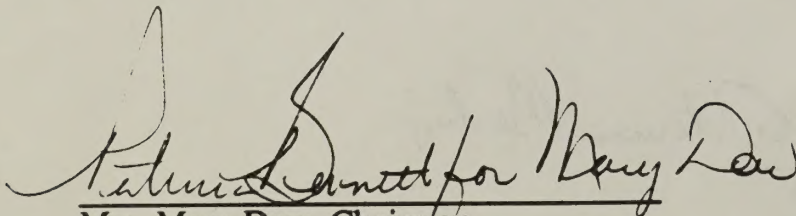
The Marketing and Sales Committee presents its **FIRST** Report from its meeting held May 20, 1993 and respectfully requests approval of the following:

1. Computerized Facility Management System

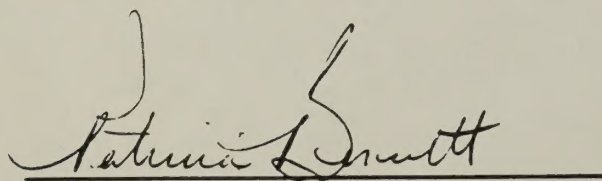
THE ACQUISITION OF A COMPUTERIZED FACILITY MANAGEMENT SYSTEM BE DEFERRED; and

THAT THE PROJECT BE REVIEWED IN CONJUNCTION WITH THE 1994 BUDGET PROCESS.

Respectfully submitted,



Mrs. Mary Dow, Chairman



Patricia Bennett, Secretary



Automotive Parts
Manufacturers' Association
Association des fabricants
d'auto pièces d'automobile

195 The West Mall, Suite 516, Toronto, Ontario, Canada, M9C 5K1 Tel: (416) 620-4220 Fax: (416) 620-9730

May 5, 1993

Mr. M. G. Macaluso
Managing Director & CEO
The Hamilton Convention Centre
115 King Street West
Hamilton, ON L8P 4T9

Dear Mr. Macaluso,

The Automotive Parts Manufacturers' Association has just held its 4th Annual Conference & Exhibition at the Convention Centre. The APMA would like to extend congratulations to all of your staff for a job well done!

The cooperation shown by the Convention Centre staff was commendable. The catering was on schedule and the food was wonderful.

I would like to take this opportunity to extend a special thanks to Irene Gaudet, Bruce McCrady and Peter Kopatch. The helpfulness shown was greatly appreciated and each of these individuals was a pleasure to deal with.

Sincerely,

Molly Fitzpatrick
Manager, Membership Development

May 20, 1993

Hamilton Entertainment and Convention Facilities Inc.
115 King Street West
Hamilton, Ontario
L8P 4T9

Attention: Mr. Gabe Macaluso

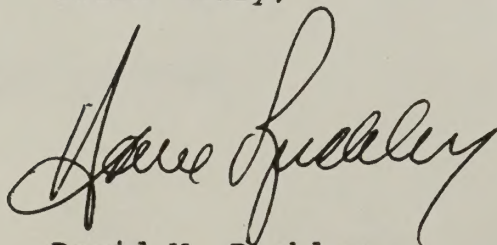
Dear Gabe:

On behalf of the Hamilton Rotary Club, please accept our heartfelt thanks for the cooperation and assistance extended to us by Silena McEwen in our just completed Easter Seals Campaign.

You will be pleased to hear that through her assistance and that of many others we have reached our target of \$150,000.00, a significant increase over last year.

Once again, please accept our sincere thanks.

Yours truly,

A handwritten signature in dark ink, appearing to read "David W. Buckley". The signature is fluid and cursive, with the first name "David" being more prominent and the last name "Buckley" written in a flowing script.

David W. Buckley

3

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

REGULAR MEETING OF THE BOARD OF DIRECTORS

Friday, April 23, 1993

8:00 a.m.

**HAMILTON CONVENTION CENTRE
Room 314**

MINUTES

PRESENT: Mr. W. Tidball, Chairman
Alderman T. Anderson, First Vice-Chairman
Mr. F. DeNardis, Second Vice-Chairman]
Mayor R. Morrow
Alderman B. Charters
Alderman F. Eisenberger
Mrs. M. Dow
Mr. M. Ryder
Mr. A. DiIanni
Mr. C. Nolan
Mr. J. Kujavsky
Mr. G. Kay
Mrs. J. Isbester

ALSO PRESENT: Mr. G. Macaluso
Mr. J. Leuser
Mr. B. Calder
Mr. B. Snetsinger

REGRETS: Alderman H. Merling

MEDIA: Mr. K. Peters, The Spectator

Declaration of Conflict of Interest

Mr. M. Ryder declared a conflict of interest in respect of item 2 of the Finance and Administration Committee Fourth Report ("C" on the agenda).

1. Opening Remarks

The Chairman called the meeting to order at 8:15 a.m. and commented on the success of the recent spectacular event - *Stars On Ice*; the record-breaking sell-out of the May 29th performance of Bare Naked Ladies in forty-four minutes (a second show was subsequently booked for the following night); and the sell-out of Madama Butterfly.

A. Operations Committee

MOVED by Alderman Anderson, seconded by Mrs. Dow that

THE OPERATIONS COMMITTEE FOURTH REPORT BE APPROVED AND THE FOLLOWING RECOMMENDATION ENDORSED:

THE LOWEST OF THREE PROPOSALS SUBMITTED BY JANITORIAL DEVELOPMENT INC., HAMILTON, FOR CLEANING AND MAINTENANCE SERVICE REQUIRED AT THE HAMILTON CONVENTION CENTRE, HAMILTON PLACE THEATRE AND COPPS COLISEUM FOR THE TERM COMMENCING 1993 MAY 1 AND ENDING 1994 DECEMBER 31 WITH THE OPTION IN FAVOUR OF H.E.C.F.I. TO EXTEND FOR THREE ADDITIONAL ONE YEAR TERMS - I.E. 1995, 1996 AND 1997, BE ACCEPTED.

MOTION CARRIED.

B. Audit Committee First Report of 1993

MOVED by Mr. Ryder, seconded by Mr. Kay that

**THE AUDIT COMMITTEE FIRST REPORT BE APPROVED AND
THE FOLLOWING RECOMMENDATION ENDORSED:**

**THE 1992 DRAFT AUDITED FINANCIAL STATEMENTS
FOR H.E.C.F.I. AND THE HAMILTON PERFORMING ARTS
FOUNDATION BE APPROVED.**

MOTION CARRIED.

C. Finance and Administration Committee Fourth Report of 1993

MOVED by Mr. Nolan, seconded by Mr. Kujavsky that

**THE FINANCE AND ADMINISTRATION COMMITTEE FOURTH
REPORT BE APPROVED AND THE FOLLOWING
RECOMMENDATION ENDORSED:**

- a) **THAT THE CHAIRMAN OF THE BOARD APPROVED ALL
EXPENDITURES INCURRED BY THE C.E.O. IN
ACCORDANCE WITH ESTABLISHED GUIDELINES;**
- b) **THAT ALL EXPENSES INCURRED BY THE C.E.O. MET
ESTABLISHED GUIDELINES;**
- c) **THAT THE C.E.O. APPROVED ALL EXPENSES INCURRED
BY SENIOR MANAGEMENT DIRECTORS IN
ACCORDANCE WITH ESTABLISHED GUIDELINES;**
- d) **THAT ALL EXPENSES INCURRED BY SENIOR
MANAGEMENT DIRECTORS MET ESTABLISHED
GUIDELINES;**

- e) **THAT H.E.C.F.I.'S AUDITORS PROVIDED AN EXTENDED AUDIT TESTING OF SENIOR MANAGEMENT EXPENSES AND FOUND NO IRREGULARITIES OR IMPROPRIETIES;**
- f) **THAT CURRENT EXPENDITURE GUIDELINES ARE ACCEPTABLE.**

MOTION CARRIED.

It should be noted that Mr. Ryder did not take part in the discussion or in the voting in respect of the following.

MOVED by Mr. Nolan, seconded by Mr. Kujavsky that

THE CHAIRMAN OF THE FINANCE AND ADMINISTRATION COMMITTEE ACCOMPANY THE DIRECTOR OF MARKETING AND SALES OR HIS DESIGNATE TO THE SPORTS BUSINESS WORKSHOP IN NEW YORK CITY IN JULY OR AUGUST 1993; and

THAT FUNDING REQUIREMENTS FOR THE ATTENDANCE AT THE ABOVE NAMED WORKSHOP FOR THE CHAIRMAN OF THE FINANCE AND ADMINISTRATION COMMITTEE, AND THE DIRECTOR OF MARKETING AND SALES OR HIS DESIGNATE BE ALLOCATED FROM ACCOUNT NUMBER HE 55201 85004.

MOTION CARRIED. Aldermen Charters and Anderson opposed the motion based on their contention that the Chairman of the governing Standing Committee (in this case Marketing and Sales) should have first right to attend such a conference.

D. Community Dinner: Hamilton Chapter of the Ireland Fund of
Canada April 30, 1993, Heron Point Golf
Club

Mayor Morrow declared a conflict of interest (and did not vote on the issue) as he is the Honorary Chair of the April 30th event.

MOVED by Alderman Anderson, seconded by Alderman Charters that

**NO ACTION BE TAKEN UPON THE REQUEST BY THE IRELAND
FUND OF CANADA THAT THE H.E.C.F.I. BOARD PURCHASE
TICKETS TO ITS FUND RAISING DINNER TO BE HELD APRIL
30, 1993.**

MOTION CARRIED.

E. Community Dinner: 10th Annual Outstanding Business
Achievement Awards Dinner, May 12,
1993, Carmen's Banquet Centre

MOVED by Alderman Anderson, seconded by Mr. Kay that

**ON BEHALF OF THE H.E.C.F.I. BOARD OF DIRECTORS TWO
TICKETS BE PURCHASED TO THE MAY 12, 1993 BUSINESS
ACHIEVEMENT AWARDS; and**

**THAT THE CHAIRMAN OF THE BOARD AND THE C.E.O.
ATTEND THE EVENT.**

MOTION CARRIED. Mrs. Isbester and Mr. Nolan opposed the motion.

2. Correspondence

MOVED by Mr. Kujavsky, seconded by Mrs. Isbester that

THE CORRESPONDENCE INCLUDED IN THE AGENDA PACKAGE AS ATTACHMENT 2 BE RECEIVED.

MOTION CARRIED.

3. Minutes of Meeting Held March 26, 1993

MOVED by Mr. Kay, seconded by Mr. Kujavsky that

THE MINUTES OF THE MARCH 26, 1993 MEETING BE APPROVED.

MOTION CARRIED.

4. Business Arising From the Minutes

4.1 Financial Results for the Two Month Period Ended February 28, 1993

MOVED by Mr. Ryder, seconded by Mr. Kujavsky that

THE REPORT, FINANCIAL SUMMARY FOR THE TWO MONTH PERIOD ENDED FEBRUARY 28, 1993, BE RECEIVED.

MOTION CARRIED.

4.2 April 1, 1993 Correspondence from General Manager of
Parking Authority

MOVED by Mr. DeNardis, seconded by Mrs. Isbester that

**THE APRIL 1, 1993 CORRESPONDENCE FROM THE GENERAL
MANAGER OF THE PARKING AUTHORITY BE RECEIVED.**

MOTION CARRIED.

The C.E.O. advised that problems in respect of overcrowding in private downtown parking lots is occurring - this results in vehicles being stranded in these parking lots for the duration of some H.E.C.F.I. events (depending upon how crammed the lot is). The Board referred this issue to the Operations Committee for review.

5. Private and Confidential

The Board moved into an In-Camera Session at 8:45 a.m. to discuss matters of a private and confidential nature. It was

MOVED by Mr. Kujavsky, seconded by Mrs. Isbester that

**THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 8:45
A.M.**

MOTION CARRIED.

MOVED by Mr. Ryder, seconded by Mr. Kay that

THE IN-CAMERA SESSION BE ADJOURNED AT 10:01 A.M.

MOTION CARRIED.

The following issue was discussed during the In-Camera Session, moved and voted upon during the public session:

Double Hitch Enterprises Limited - Letter of Credit

MOVED by Mr. Kay, seconded by Mr. Nolan that

THE REQUEST OF DOUBLE HITCH ENTERPRISES LIMITED TO RETIRE AS OF APRIL 23, 1993 ITS LETTER OF CREDIT TO H.E.C.F.I. BE ACCEPTED ON THE CONDITION THAT DOUBLE HITCH ENTERPRISES LIMITED WILL REPLACE SUCH LETTER OF CREDIT WITH ONE OF EQUAL VALUE NO LATER THAN FRIDAY, SEPTEMBER 10, 1993.

MOTION CARRIED.

6. New Business

6.1 Community Dinner: Philharmonic Follies, May 18, 1993.
Carmen's Banquet Centre

MOVED by Alderman Anderson, seconded by Alderman Eisenberger that

ON BEHALF OF THE H.E.C.F.I. BOARD OF DIRECTORS TWO TICKETS BE PURCHASED TO THE MAY 18, 1993 FABULOUS PHILHARMONIC FOLLIES.

MOTION CARRIED.

7. Other Business

Nil

8. Date of Next Meeting

Friday, May 28, 1993

8:00 a.m.

Copps Coliseum, Hamilton Room

9. Motion to Adjourn

MOVED by Mr. Ryder, seconded by Alderman Charters that

THE MEETING BE ADJOURNED AT 10:05 A.M.

MOTION CARRIED.

TAKEN AS READ AND APPROVED

Mr. W. Tidball, Chairman

Patricia Bennett, Secretary



Hamilton
Entertainment
and Convention
Facilities Inc.

Financial Summary

For the First Quarter Ended March 31, 1993

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

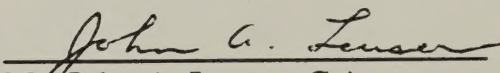
Actual Results For The Three Month Period Ended <u>March 31, 1992</u>		(1) <u>Budget</u>	(2) <u>Actual</u>	(3) Favourable < Unfavourable > <u>Budget Variance</u>
\$1,861,524	Revenue	\$1,919,869	\$1,978,323	\$ 58,454
<u>2,374,322</u>	Expenditures	<u>2,442,461</u>	<u>2,408,061</u>	<u>34,400</u>
	Excess of Expenditures Over Revenue From Operations			
<u>\$ 512,798</u>		<u>\$ 522,592</u>	<u>\$ 429,738</u>	<u>\$ 92,854</u>

Comments:

HECFI's municipal contribution was under-expended by \$92,854 (see row 3, column 3 above) for the first quarter ended March 31, 1993. This represents an increase of \$14,233 in the previously reported under-expended municipal contribution at February 28, 1993.

The first quarter of 1993 was ahead of budget expectations due primarily to significant revenues being earned at Copps Coliseum from the Canadian Figure Skating Championships, the Walt Disney World On Ice presentation of Beauty and the Beast, and the Guns N' Roses concert. However, it should be noted that the significant revenues earned from these three events were partially offset by a significant decline in food and beverage revenues at the Hamilton Convention Centre and a significant increase in our provision for bad debts.

Please note that it is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly, these financial results do not reflect these costs.


Mr. John A. Leuser, C.A.
Director of Finance and Administration

April 20, 1993

:he
Attachments

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.
CONSOLIDATED STATEMENT OF REVENUE AND EXPENDITURE

	Annual 1993 Budget	Budgeted Operating Results For The Three Month Period Ended March 31 1993	Actual Operating Results For The Three Month Period Ended March 31 1993	Favourable/ (Unfavourable) Budget Variance		Actual Operating Results For The Three Month Period Ended March 31 1992
	(1)	(2)	(3)	(4)	(5)	(6)
REVENUE						
RENTAL, LICENCE FEES AND						
SHOW REVENUE	\$1,433,300	\$528,498	\$559,111	\$30,613	5.8%	\$553,330
OTHER RENTALS	\$355,580	\$105,305	\$117,434	\$12,129	11.5%	\$105,871
FOOD, BEVERAGE AND CONCESSIONS	\$2,853,650	\$577,433	\$532,241	(\$45,192)	-7.8%	\$537,922
RECOVERIES	\$1,549,950	\$467,188	\$532,130	\$64,942	13.9%	\$459,668
BOX OFFICE	\$371,220	\$138,127	\$143,352	\$5,225	3.8%	\$126,121
OTHER	\$323,470	\$103,318	\$94,055	(\$9,263)	-9.0%	\$78,612
TOTAL REVENUE	\$6,887,170	\$1,919,869	\$1,978,323	\$58,454	3.0%	\$1,861,524
EXPENDITURES						
OPERATIONS-ADMINISTRATION	\$234,980	\$58,746	\$52,673	\$6,073	10.3%	\$54,968
FOOD AND BEVERAGE	\$2,581,040	\$537,056	\$495,887	\$41,169	7.7%	\$574,187
EVENTS DELIVERY	\$2,348,550	\$693,722	\$698,942	(\$5,220)	-0.8%	\$646,609
BUILDING OPERATIONS	\$1,411,940	\$353,004	\$343,109	\$9,895	2.8%	\$279,703
MARKETING AND PROMOTION	\$1,315,490	\$321,496	\$357,134	(\$35,638)	-11.1%	\$393,346
ADMINISTRATION-CEO/BOARD	\$355,030	\$88,767	\$83,924	\$4,843	5.5%	\$104,197
FINANCE AND ADMINISTRATION	\$871,810	\$217,956	\$205,003	\$12,953	5.9%	\$215,706
BOX OFFICE	\$427,100	\$128,114	\$127,789	\$325	0.3%	\$105,606
PROVISION FOR CAPITAL REPLACEMENT	\$43,600	\$43,600	\$43,600	\$0	0.0%	\$0
TOTAL EXPENDITURES	\$9,589,540	\$2,442,461	\$2,408,061	\$34,400	1.4%	\$2,374,322
EXCESS OF EXPENDITURE OVER						
REVENUE FROM OPERATIONS	\$2,702,370	\$522,592	\$429,738	\$92,854	17.8%	\$512,798
CONTRIBUTION FROM THE CITY	\$2,702,370	\$522,592	\$522,592	\$0	0.0%	\$585,550
UNDER EXPENDED MUNICIPAL CONTRIBUTION	\$0	\$0	\$92,854	\$92,854	0.0%	\$72,752

NOTE: It is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly these financial statements do not reflect the above costs.

HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.

URBAN/MUNICIPAL

MEETING OF THE BOARD OF DIRECTORS

CALON HBL V89
A35
1993

Thursday, June 24, 1993
8:00 a.m.

Hamilton Convention Centre, Albion C

HECFI Corporate Offices
101 York Blvd.
HAMILTON, ONTARIO
CANADA L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

ORDER OF BUSINESS

DECLARATION OF CONFLICT OF INTEREST

1. Opening Remarks

ACTION ITEMS

A. *Operations Committee Sixth Report of 1993*

Attachment A

B. *Finance and Administration Committee Fifth Report of 1993*

Attachment B

INFORMATION ITEMS

2. Correspondence

Attachment 2

3. Minutes of Meeting Held May 28, 1993

Attachment 3

3.1 Errors or Omissions

3.2 Motion for Approval

4. Business Arising From the Minutes

4.1 Financial Results for the Three Month
Period Ended April 30, 1993

Attachment 4.1

4.2 Receipt of *Promotion of a Smoke Free Environment*
Certificate by Hamilton-Wentworth Council on Smoking
and Health

Attachment 4.2

5. Private and Confidential

5.1 Contractual Matters

6. New Business

7. Other Business

8. Date of Next Meeting: *Friday, July 23, 1993*
8:00 a.m.

Hamilton Convention Centre, Room 314

9. Motion to Adjourn

OUTSTANDING BUSINESS

Nil

June 21, 1993
Patricia Bennett
Secretary to the Board of Directors

Hamilton Entertainment and Convention Facilities Inc. manages and operates The Hamilton Convention
Centre, Hamilton Place Theatre and Copps Coliseum on behalf of The Corporation of The City of Hamilton

A

OPERATIONS COMMITTEE SIXTH REPORT OF 1993

The Operations Committee presents its **SIXTH** Report from its meeting held June 16, 1993 and respectfully requests approval of the following:

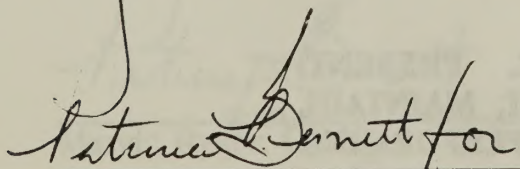
1. HP: Approval of Tender: Great Hall Banners, Motorized Rigging and Orchestra Wall, Winch and Rigging Replacement

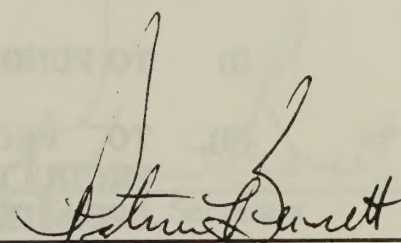
- 1. THE LOWEST OF TWO TENDERS SUBMITTED BY JOEL THEATRICAL RIGGING CONTRACTORS (1980) LTD. FOR THE SUPPLY AND REPLACEMENT OF GREAT HALL BANNERS, MOTORIZED RIGGING AND ORCHESTRA WALL WINCH AND RIGGING, IN ACCORDANCE WITH THE TENDER DOCUMENTS ISSUED BY THE MANAGER OF PURCHASING AND IN THE TOTAL AMOUNT OF \$308,868.34 INCLUDING GST, BE ACCEPTED.**
- 2. A CONTINGENCY ALLOWANCE IN THE AMOUNT OF \$10,000. (OR 3% OF THE TENDERED BID) BE ESTABLISHED FOR CHANGE ORDERS WHICH MAY ARISE FROM UNDERTAKING THIS WORK.**
- 3. THE COST OF THIS PROJECT BE FINANCED FROM CAPITAL ACCOUNTS CF 5200928941001 AND CF 5200929041011 WHICH HAVE PREVIOUSLY BEEN AUTHORIZED AND ESTABLISHED TO FUND THIS PARTICULAR PROJECT.**

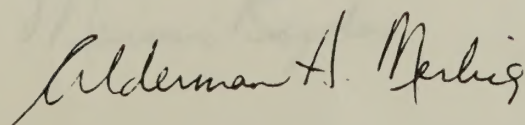
2. HP: Grant Application - Replacement of Acoustic Banners and Rigging System, Orchestra wall Winch and Rigging

A GRANT APPLICATION BE MADE TO THE MINISTRY OF CULTURE, TOURISM AND RECREATION'S CULTURAL FACILITIES PROGRAMME, IN THE AMOUNT OF \$113,320. TO ASSIST IN THE FINANCING OF RENOVATIONS TO BE UNDERTAKEN AT HAMILTON PLACE RELATING TO THE REPLACEMENT OF THE ACOUSTIC BANNERS AND RIGGING SYSTEM AND ORCHESTRA WALL WINCH AND RIGGING.

Respectfully submitted,


Alderman H. Merling, Chair


Patricia Bennett, Secretary



B

FINANCE AND ADMINISTRATION COMMITTEE FIFTH REPORT OF 1993

The Finance and Administration Committee presents its **FIFTH** Report from its meeting held June 17, 1993 and respectfully requests approval of the following:

1. Hamilton Performing Arts Foundation Inc.

1. AS THE DISSOLUTION OF THE HAMILTON PERFORMING ARTS FOUNDATION INC. WOULD ELIMINATE A VEHICLE WHICH CAN BE UTILIZED TO FOSTER AND DEVELOP PERFORMING ARTS IN ACCORDANCE WITH BILL Pr 34, H.E.C.F.I.'S ENABLING LEGISLATION, IT IS THEREFORE RECOMMENDED THAT THE HAMILTON PERFORMING ARTS FOUNDATION INC. BE MAINTAINED AS AN ACTIVE CHARITABLE ORGANIZATION.
2. THAT ALL MONIES IN THE HAMILTON PERFORMING ARTS FOUNDATION'S SCHOLARSHIP FUND BE TRANSFERRED TO A NEW FUND TO BE NAMED THE OPERATING FUND.
3. THAT THE FINANCE AND ADMINISTRATION COMMITTEE RECEIVE, REVIEW AND RECOMMEND TO THE HAMILTON PERFORMING ARTS FOUNDATION INC. BOARD OF DIRECTORS PROPOSALS FOR DISBURSEMENT OF FUNDS FROM THE HAMILTON PERFORMING ARTS FOUNDATION INC. ON A PRIORITY BASIS IN ACCORDANCE WITH THE FOLLOWING GUIDELINES:
 - (i) TO FUND SCHOLARSHIPS;
 - (ii) TO PROVIDE, PROMOTE, PRESENT, PRODUCE, DEVELOP, ASSIST, MAINTAIN, OPERATE AND MANAGE THE PERFORMING ARTS, INCLUDING THEATRICAL,

**DRAMATIC, MUSICAL AND ARTISTIC
WORKS;**

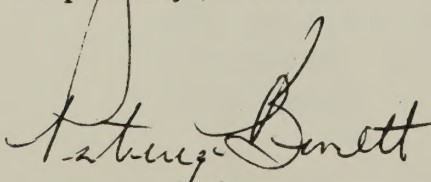
(iii) **TO PROVIDE SUBSIDIZED RATES FOR THE
USE OF H.E.C.F.I. FACILITIES,
PARTICULARLY THE STUDIO THEATRE,
FOR THE PERFORMING ARTS.**

4. **THAT THE HAMILTON PERFORMING ARTS FOUNDATION INC.
ACCEPT DONATIONS AND GIFTS IN ACCORDANCE WITH ITS
BY-LAW PROVISIONS.**
5. **THAT ALL PRIVATE AND PUBLIC GRANT AGENCIES SUCH AS
WINTARIO CORPORATION BE APPROACHED WITH A VIEW TO
ACQUIRING GRANT FUNDING IN ORDER TO FINANCIALLY
ASSIST H.E.C.F.I. IN CARRYING OUT THIS MANDATE.**

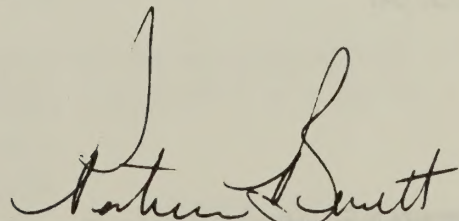
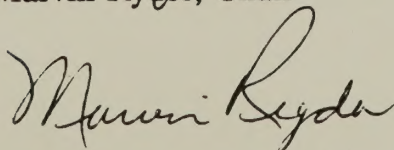
2. **Hamilton Performing Arts Foundation Inc.: Scholarships**

**THAT TWO THOUSAND DOLLARS (\$2,000.) BE EXPENDED FROM THE
HAMILTON PERFORMING ARTS FOUNDATION, INC. TO MCMASTER
UNIVERSITY FOR THE PURPOSE OF GRANTING TWO SCHOLARSHIPS
IN THE AMOUNT OF \$1,000. EACH FOR THE YEARS 1993 AND 1994 TO
STUDENTS PURSUING STUDIES IN THE PERFORMING ARTS.**

Respectfully submitted,



Marvin Ryder, Chair



Patricia Bennett, Secretary

2

H A M I L T O N
B A L L E T Y O U T H E N S E M B L E

June 7, 1993

Copps Coliseum
101 York Boulevard
Hamilton, Ontario
L8R 3L4

ATTENTION: GABE MACALUSO. MANAGING DIRECTOR/CEO

Dear Gabe:

Our sincere thanks to you and your team for all your help in the production of "Invitation to Dance". It was due in large part to your co-operation that the evening turned out to be such a great success.

As the "new guys" on the cultural scene, we appreciate every indication of support, especially yours.

Yours very truly,

HAMILTON BALLET YOUTH ENSEMBLE

Jessica Davenport

Jessica Davenport
President

Vitek Wincza

Vitek Wincza
Artistic Director

JD:cn

VITEK WINCZA M.C.T.D.A.,
ARTISTIC DIRECTOR

12 FERGUSON N.,
HAMILTON, ONTARIO
L8R 1K9
TELEPHONE 528-4020

amity

GOODWILL INDUSTRIES

225 KING WILLIAM STREET, HAMILTON, ONTARIO L8R 1B1

T.D.D. (416) 526-9876

TELEPHONE (416) 526-8481

FAX (416) 526-9343

June 8, 1993

Mr. Gabe Macaluso
Hamilton Convention Centre
115 King Street West
Hamilton, Ontario
L8P 4T9

T.H.L. Gallagher

*Patron & Honourary
Chairman of the Board*

D. Ross McCrimmon

Chairman

Rollie A. Steed

1st Vice-Chairman

Larry D. Hall, P.Eng.

2nd Vice-Chairman

Gerald W. Brown

Secretary

K.P. MacDonald, C.A.

Treasurer

David R. Binns

Ivan A. Bracalenti, M.D.

R.E. Capstick

Dorothy M. Cauley

Koy W. Clark

R.A. Denyes

J.L. Eckebrecht

R.T. Hamel

Penelope M. Hill

Peter L. Hill

George J. House

Dorothy M. Lambeth

Alfred R. Oliver

Kenneth W. O'Neal

Paul H. Philp

Mary E. Purdy, M.D.

Robert A. Ridge, CMA

W. Ross Robinson

Rachel Thachuk

Tim Tufford

Doug Wallace, President

& Executive Director

Peter McDonald, Assistant

Executive Director

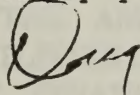
Dear Gabe:

RE: ACCESSABILITY RAMP

Just a quick note to commend you and your staff on the alterations made to your portable ramp enabling people in wheelchairs to get to the head table. It looks like a very adequate answer to the problems I described.

Thanks for all your help in so many ways to so many people to make our community a better place for all of us.

Sincerely yours,



Doug Wallace, President
and Executive Director

DSW:jm

"The gift or bequest you give today helps train people
with disabilities for jobs tomorrow."
Charitable Reg. No.: 0345033-11-14

Member of the Ability Group.

3

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

REGULAR MEETING OF THE BOARD OF DIRECTORS

Friday, May 28, 1993

8:00 a.m.

COPPS COLISEUM

Hamilton Room

MINUTES

PRESENT:

Mr. W. Tidball, Chairman
Mr. F. DeNardis, Second Vice-Chairman
Mayor R. Morrow
Mrs. M. Dow
Mr. M. Ryder
Mr. A. DiIanni
Mr. C. Nolan
Mr. J. Kujavsky
Mr. G. Kay
Mrs. J. Isbester

ALSO PRESENT: Mr. G. Macaluso
Mr. J. Leuser
Mr. B. Snetsinger
Mr. B. Calder

REGRETS:

Alderman T. Anderson
Alderman F. Eisenberger
Alderman B. Charters
Alderman H. Merling

1. Opening Remarks

The Chairman called the meeting to order at 8:15 a.m. Mr. Tidball apologized for any difficulties Directors may have experienced gaining entry into the facility. Mr. Levitt was unable to attend today's meeting but has been invited to attend the June Board meeting at which time he will be presented with a token of the Board's appreciation of his years of service to H.E.C.F.I. as a Board Member. Mr. Tidball thanked Directors for their understanding and cooperation throughout the recent N.H.L. discussions.

A. Operations Committee Fifth Report of 1993

MOVED by Mr. Kujavsky, seconded by Mr. Nolan that

**THE OPERATIONS COMMITTEE FIFTH REPORT BE APPROVED
AND THE FOLLOWING RECOMMENDATION ENDORSED:**

**THAT A GRANT APPLICATION BE MADE TO THE
MINISTRY OF CULTURE, TOURISM AND RECREATION
IN THE AMOUNT OF \$18,650. TO THE CULTURAL
FACILITIES IMPROVEMENT PROGRAMME, TO ASSIST IN
THE FINANCING OF RENOVATIONS RELATING TO
BARRIER FREE ACCESSIBILITY TO BE UNDERTAKEN AT
HAMILTON PLACE.**

MOTION CARRIED.

B. Marketing and Sales Committee First Report of 1993

MOVED by Mrs. Dow, seconded by Mr. DeNardis that

**THE MARKETING AND SALES COMMITTEE FIRST REPORT BE
APPROVED AND THE FOLLOWING RECOMMENDATION
ENDORSED:**

**THAT THE ACQUISITION OF A COMPUTERIZED
FACILITY MANAGEMENT SYSTEM BE DEFERRED; and**

**THAT THE PROJECT BE REVIEWED IN CONJUNCTION
WITH THE 1994 BUDGET PROCESS.**

MOTION CARRIED.

2. Correspondence

MOVED by Mr. Nolan, seconded by Mr. DiIanni that

**THE CORRESPONDENCE INCLUDED IN THE AGENDA
PACKAGE AS ATTACHMENT 2 BE RECEIVED.**

MOTION CARRIED.

3. Minutes of Meeting Held April 23, 1993

MOVED by Mr. Kay, seconded by Mr. DeNardis that

**THE MINUTES OF THE APRIL 23, 1993 MEETING BE
APPROVED.**

MOTION CARRIED.

4. Business Arising From the Minutes

**4.1 Financial Results for the Three Month Period Ended March 31,
1993**

MOVED by Mr. Ryder, seconded by Mrs. Isbester that

**THE FINANCIAL SUMMARY FOR THE FIRST QUARTER ENDED
MARCH 31, 1993 BE RECEIVED.**

MOTION CARRIED.

5. Private and Confidential

The Board moved into an In-Camera Session at 8:25 a.m. to discuss matters of a private and confidential nature. It was

MOVED by Mr. Ryder, seconded by Mr. Kujavsky that

THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 8:25 A.M.

MOTION CARRIED.

MOVED by Mr. DiIanni, seconded by Mrs. Dow that

THE IN-CAMERA SESSION BE ADJOURNED AT 10:25 A.M.

MOTION CARRIED.

6. New Business

Nil

7. Other Business

Nil

8. Date of Next Meeting:

Friday, June 25, 1993

8:00 a.m.

Hamilton Convention Centre
Albion C

9. Motion to Adjourn

MOVED by Mrs. Dow, seconded by Mr. Ryder that

THE MEETING ADJOURN AT 10:26 A.M.

MOTION CARRIED.

TAKEN AS READ AND APPROVED

William Tidball, Chairman

Patricia Bennett, Secretary



Hamilton
Entertainment
and Convention
Facilities Inc.

Financial Summary
For the Four Months Ended April 30, 1993

41
41 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

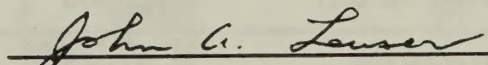
Actual Results For The Four Month Period Ended <u>April 30, 1992</u>		(1) <u>Budget</u>	(2) <u>Actual</u>	(3) Favourable < Unfavourable > <u>Budget Variance</u>
\$2,395,882	Revenue	\$2,436,489	\$2,400,373	\$(36,116)
<u>3,155,015</u>	Expenditures	<u>3,210,805</u>	<u>3,080,539</u>	<u>130,266</u>
	Excess of Expenditures Over Revenue From Operations			
<u>\$ 759,133</u>		<u>\$ 774,316</u>	<u>\$ 680,166</u>	<u>\$ 94,150</u>

Comments:

HECFI's municipal contribution was under-expended by \$94,150 (see row 3, column 3 above) for the four month period ended April 30, 1993. This represents an increase of \$1,296 in the previously reported under-expended municipal contribution at March 31, 1993.

The first four months of 1993 were ahead of budget expectations due primarily to expenditures being controlled and significant revenues being earned at Copps Coliseum from the Canadian Figure Skating Championships, the Walt Disney World On Ice presentation of Beauty and the Beast, the Guns N' Roses concert and the Stars on Ice show. However, it should be noted that the significant revenues earned from these four events were largely offset by a significant decline in revenues at the Hamilton Convention Centre.

Please note that it is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly, these financial results do not reflect these costs.



Mr. John A. Leuser, C.A.
Director of Finance and Administration

May 19, 1993

the
Attachments

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.
CONSOLIDATED STATEMENT OF REVENUE AND EXPENDITURE

	Annual 1993 Budget	Budgeted Operating Results For The Four Month Period Ended April 30, 1993	Actual Operating Results For The Four Month Period Ended April 30, 1993	Favourable/ (Unfavourable) Budget Variance Amount	%	Actual Operating Results For The Four Month Period Ended April 30, 1992
	(1)	(2)	(3)	(4)	(5)	(6)
REVENUE						
RENTAL, LICENCE FEES AND SHOW REVENUE	\$1,433,300	\$640,632	\$670,590	\$29,958	4.7%	\$675,100
OTHER RENTALS	\$355,580	\$133,042	\$153,278	\$20,236	15.2%	\$145,854
FOOD, BEVERAGE AND CONCESSIONS	\$2,853,650	\$753,607	\$684,042	(\$69,565)	-9.2%	\$733,093
RECOVERIES	\$1,549,950	\$612,001	\$606,954	(\$5,047)	-0.8%	\$587,268
BOX OFFICE	\$371,220	\$173,573	\$173,371	(\$202)	-0.1%	\$137,855
OTHER	\$323,470	\$123,634	\$112,138	(\$11,496)	-9.3%	\$116,712
TOTAL REVENUE	\$6,887,170	\$2,436,489	\$2,400,373	(\$36,116)	-1.5%	\$2,395,882
EXPENDITURES						
OPERATIONS-ADMINISTRATION	\$234,980	\$78,328	\$71,519	\$6,809	8.7%	\$77,560
FOOD AND BEVERAGE	\$2,581,040	\$720,498	\$654,788	\$65,710	9.1%	\$783,647
EVENTS DELIVERY	\$2,348,550	\$893,364	\$867,130	\$26,234	2.9%	\$866,112
BUILDING OPERATIONS	\$1,411,940	\$470,672	\$443,149	\$27,523	5.8%	\$376,759
MARKETING AND PROMOTION	\$1,315,490	\$430,138	\$452,995	(\$22,857)	-5.3%	\$488,729
ADMINISTRATION-CEO/BOARD	\$355,030	\$118,356	\$111,619	\$6,737	5.7%	\$141,016
FINANCE AND ADMINISTRATION	\$871,810	\$290,608	\$273,751	\$16,857	5.8%	\$285,494
BOX OFFICE	\$427,100	\$165,241	\$161,988	\$3,253	2.0%	\$135,698
PROVISION FOR CAPITAL REPLACEMENT	\$43,600	\$43,600	\$43,600	\$0	0.0%	\$0
TOTAL EXPENDITURES	\$9,589,540	\$3,210,805	\$3,080,539	\$130,266	4.1%	\$3,155,015
EXCESS OF EXPENDITURE OVER REVENUE FROM OPERATIONS	\$2,702,370	\$774,316	\$680,166	\$94,150	12.2%	\$759,133
CONTRIBUTION FROM THE CITY	\$2,702,370	\$774,316	\$774,316	\$0	0.0%	\$790,041
UNDER EXPENDED MUNICIPAL CONTRIBUTION	\$0	\$0	\$94,150	\$94,150	0.0%	\$30,908

It is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly these financial statements do not reflect the above costs.

Annual General Meeting

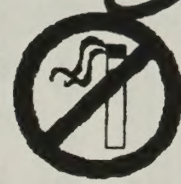
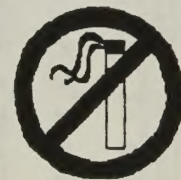
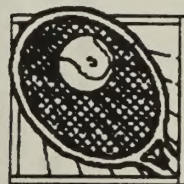
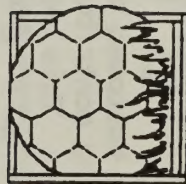
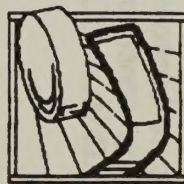
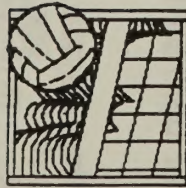
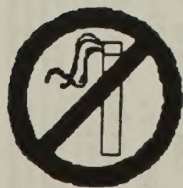
HAMILTON-WENTWORTH
COUNCIL ON SMOKING
AND HEALTH

May 31, 1993
World No-Tobacco Day
"Health Services: Our Window
to a Tobacco-Free World"

7:30 P.M.
Hamilton Y.M.C.A.

F.2

Time to choose a
healthy lifestyle!



AWARDS

This is the first year in which awards have been made by the Council. We are pleased to present the following awards and certificates:

The Pure Air Award is bestowed on an individual for an outstanding contribution towards the achievement of a smoke-free society. This year's recipients are Dr. Michael Goodyear and Mr. Brian Reid.

The Corporate Pure Air Award is bestowed on an organization that makes an outstanding contribution towards the achievement of a smoke-free society. This year's recipients are Dell Pharmacies and The Lung Association, Hamilton-Wentworth.

The Break Free Award is bestowed on an individual who has made an outstanding contribution in assisting smokers to cease smoking. This year's recipient is Mrs. Anne Washington.

The Corporate Break Free Award is bestowed on an organization that has made an outstanding contribution in assisting smokers to cease smoking. This year's recipient is the Hamilton Program for Schizophrenia.

The Certificate is presented to an individual or an organization who (that) promotes a smoke-free environment. This year's individual recipients are: Councillor Dominic Agostino; Councillor Terry Cooke; Councillor Geraldine Copps; Mr. George Lewis; and Dr. David Pengelly. The organization recipients are: Hamilton Entertainment and Convention Facilities, Inc. (HECFI), Il Tenore Restaurant; and seven Tim Horton's stores numbered 357, 165, 596, 599, 369, 598, and 272.

AGENDA

Call to order, welcome Dr. B. Gowitzke

Minutes of May 28, 1992 Mr. B. Reid

President's Report Dr. B. Gowitzke

Treasurer's Report Mr. J. Burrows

By-Law Amendments Dr. B. Gowitzke

Committee Reports:
Education Mrs. A. Washington
Legislation Dr. M. Goodyear
Awards Mr. Ray Czajkowski

Approval of actions of Council, 1992-1993

Report of the Nominating Committee; approval of Executive for 1993-94: Ms. C. Van Berkel

President Dr. B. Gowitzke

V-P, Membership Mr. Ray Czajkowski

V-P, Promotions Ms. E. Caspersen

Secretary (shared) Ms. Z. Trim, Ms. S. Francis

Treasurer Mr. J. Burrows

Photo Contest prizes

Mrs. A. Washington; Ms. J. Lumsden

Adjournment of Business Meeting

Fitness Break

Ms. E. Caspersen

Panel:

"Go Smoke Free -- It Pays!"

Moderator:

Mrs. A. Washington

Panelists: Mr. Mac Sparrow, Dell Pharmacies
Mr. Tony DiBenedetto, Il Tenore
Mr. Joe Pecaric, Tim Horton's

Refreshments

Ms. S. Francis; Mrs. L. Sparrow

IN RECOGNITION OF THE

PROMOTION OF A SMOKE FREE ENVIRONMENT

This Certificate Has Been Presented To:

H.F.C.F.J.

by the

Hamilton-Wentworth Council on Smoking and Health

May 31, 1993

Date

Barbara H. Grogan

President

100-100000-100000

100-100000-100000

100-100000-100000

100-100000-100000

100-100000-100000

100-100000-100000

100-100000-100000

100-100000-100000

100-100000-100000

URBAN/MUNICIPAL

CA4 ON HBL V89
A35
1993

HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.

MEETING OF THE BOARD OF DIRECTORS

Friday, July 23, 1993
8:00 a.m.

Hamilton Convention Centre, Room 314

HECFI Corporate Offices
101 York Blvd.
HAMILTON, ONTARIO
CANADA L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

URBAN MUNICIPAL

JUL 1 1993

ORDER OF BUSINESS

DECLARATION OF CONFLICT OF INTEREST

GOVERNMENT DOCUMENTS

1. Opening Remarks

ACTION ITEMS

A. *Operations Committee Seventh Report of 1993*

Attachment A

B. *Finance and Administration Committee Sixth Report of 1993*

Attachment B

INFORMATION ITEMS

2. Correspondence

Attachment 2

3. Minutes of Meeting Held June 24, 1993
and July 6, 1993

Attachment 3

3.1 Errors or Omissions

3.2 Motion for Approval

4. Business Arising From the Minutes

4.1 Financial Results for the Five Month
Period Ended May 31, 1993

Attachment 4.1

5. Private and Confidential

5.1 Contractual Matters

6. New Business

7. Other Business

8. Date of Next Meeting: *Friday, August 27, 1993*

8:00 a.m.

Hamilton Convention Centre, Albion C

9. Motion to Adjourn

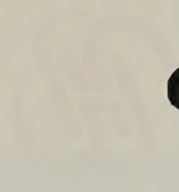
OUTSTANDING BUSINESS

Nil

July 19, 1993
Patricia Bennett
Secretary to the Board of Directors

WILLIAM L. BROWN

WILLIAM L. BROWN
WILLIAM L. BROWN
WILLIAM L. BROWN



WILLIAM L. BROWN

WILLIAM L. BROWN
WILLIAM L. BROWN

WILLIAM L. BROWN

WILLIAM L. BROWN

A.

OPERATIONS COMMITTEE SEVENTH REPORT OF 1993

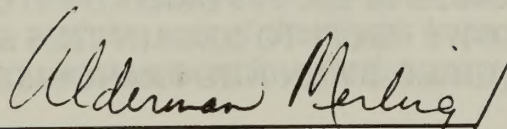
The Operations Committee presents its **SEVENTH** Report from its meeting held July 14, 1993 and respectfully requests approval of the following:

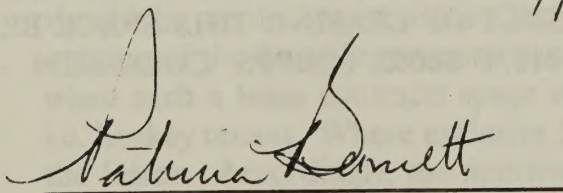
1. Copps Coliseum : Leasing of Retail Space

THAT MANAGEMENT'S JULY 12TH REPORT, COPPS COLISEUM - LEASING OF PORTION OF RETAIL SPACE TO 752413 ONTARIO LIMITED CARRYING ON BUSINESS AS CHAMPIONS FAMILY FITNESS CENTRES BE FORWARDED TO THE FULL BOARD FOR CONSIDERATION.

Note: Management's July 12th Report is attached.

Respectfully submitted,


Alderman H. Merling, Chairman


Patricia Bennett, Secretary



Hamilton
Entertainment
and Convention
Facilities Inc.

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

FOR ACTION

MEMO TO: HECFI BOARD OF DIRECTORS

FROM: Mr. G. Macaluso
Managing Director/CEO

Mr. B. Calder, P.Eng.,
Director of Operations/Events Delivery

DATE: 1993 July 16

**SUBJECT: COPPS COLISEUM - Leasing of portion of
Retail Space to 752413 Ontario Limited
carrying on business as Champions Family
Fitness Centres**

RECOMMENDATION:

THAT

- A) 1900 SQUARE FEET OF RETAIL SPACE LOCATED ON THE RETAIL/MALL LEVEL OF COPPS COLISEUM BE DECLARED SURPLUS TO THE NEEDS OF HECFI.**
- B) THIS SAME SPACE BE MADE AVAILABLE FOR LEASE BY THE CITY OF HAMILTON PROVIDING THAT A CLAUSE IS INCORPORATED INTO THE LEASING AGREEMENT WHICH ALLOWS HECFI TO REGAIN THIS SPACE IN THE EVENT THAT SAME IS REQUIRED BY AN NHL FRANCHISE.**
- C) HECFI REQUEST OF THE CITY OF HAMILTON THAT THE ANNUAL RENTAL REVENUE EARNED AS A RESULT OF LEASING THIS SPACE BE CREDITED TO ACCOUNT NO. HE 44171 80083 (COPPS COLISEUM - OFFICE RENTAL).**

Background:

In early May of this year, Mr. David Dickie, General Manager/CEO of Champions Family Fitness Centres approached HECFI respecting the availability of a portion of retail space located on the retail/mall level of Copps Coliseum. Attached please find sketch detailing the location of this space.

Mr. Dickie was referred to the City of Hamilton Real Estate Division of the Property Department so as to negotiate an agreement respecting the lease of this space. The two parties commenced negotiations in early June and shortly thereafter, the Real Estate Division provided to HECFI the negotiated terms and conditions of the lease for HECFI's review.

At the 1993 June 16 meeting of the Operations Committee, the terms and conditions of the lease agreement were presented and staff was directed to ensure that the Real Estate Division incorporate a clause which would allow for early termination of the agreement in the event that a future NHL franchise requires this space. Consequently, the following clause was drafted and incorporated into the agreement;

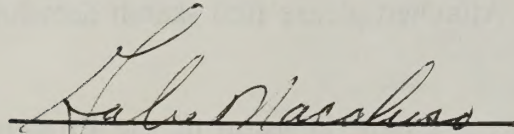
- a) If at any time during the lease the Lessor requires the leased space for use as part of an NHL hockey franchise, then upon ninety (90) days written notice, this lease will be automatically terminated.
- b) If the Lessor exercises its rights under paragraph a) above, then the Lessor will reimburse the Lessee for the costs of the tenant improvements based on a sliding scale reduction of 10% of said costs for every year of the lease that has been completed. Prior to the commencement of the lease, the estimate of the cost of the tenant improvements will be provided by the Lessee and incorporated into the lease agreement.

It should be noted that the City Law Department has advised us that the lease agreement should be made between the City of Hamilton and 752413 Ontario Limited. It is the opinion of the Law Department that HECFI is to only be involved with space rental leases when such a lease contracts space with a tenant that also licences the use of the facilities i.e. hockey tenant. Where exclusive leasing is involved, the landowner i.e. the City, becomes the lessor. Accordingly, the approval from HECFI should relate only to the acceptability of the proposed commercial occupancy and terms/conditions of the lease which may directly affect HECFI i.e. NHL 'out' clause. Also, since the City is the lessor, they are entitled to

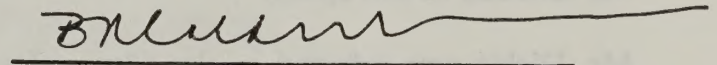
**HECFI Board of Directors
Copps Coliseum - Leasing of Portion
of Retail Space - 1993 July 16**

Page 3

the revenue generated from the leasing of this space. However, in keeping with past practice in that revenue generated from space rental leases are credited towards the HECFI operating budget, it is being recommended that HECFI request that the City of Hamilton turn this revenue over to HECFI.



G. Macaluso,
Managing Director/CEO

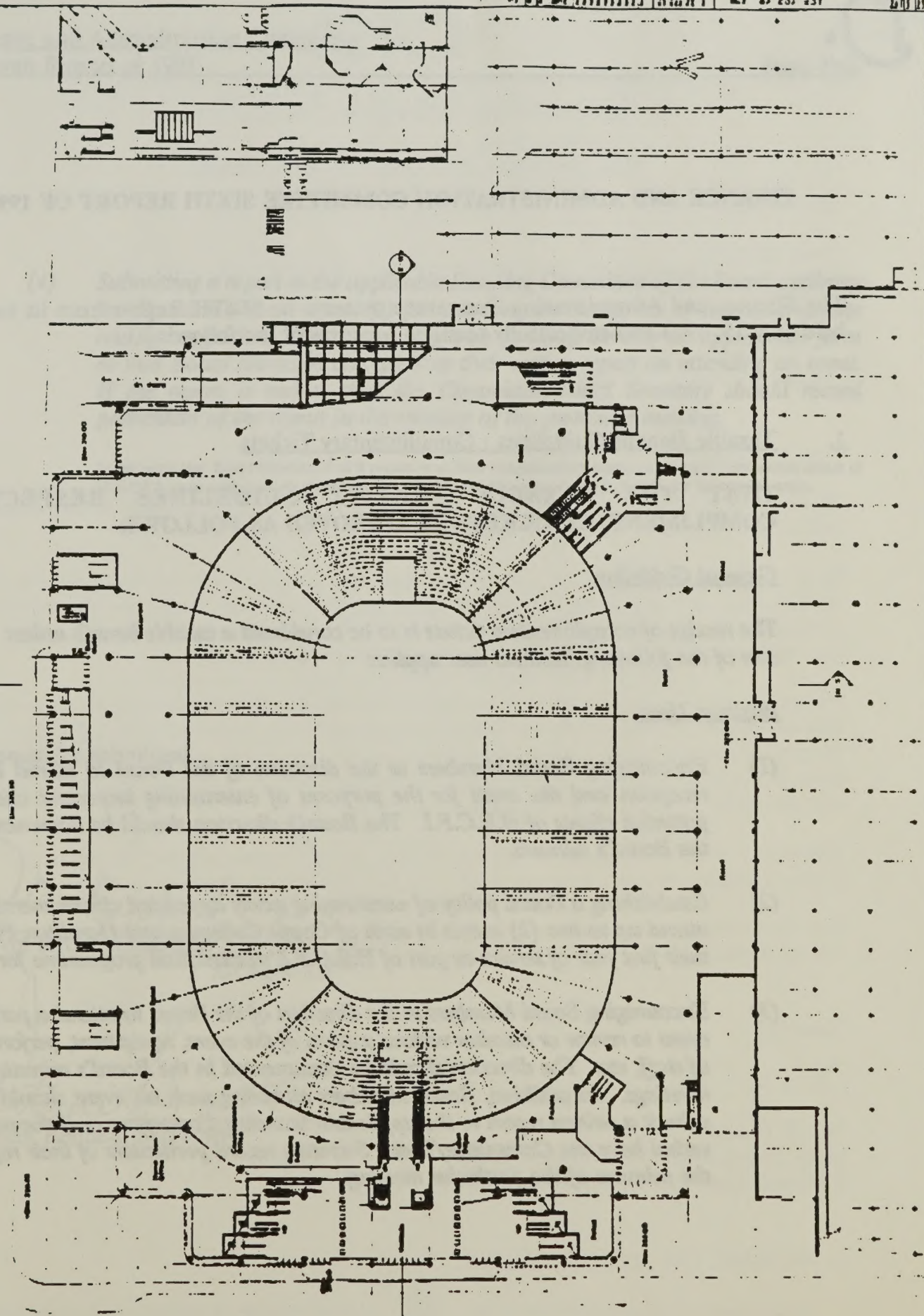


B.N. Calder, P. Eng.,
Director of Operations/Events Delivery

Revision		By	Date
1	0		
2	1		
3	2		
4	3		
5	4		
6	5		
7	6		
8	7		
9	8		
10	9		
11	10		
12	11		
13	12		
14	13		
15	14		
16	15		
17	16		
18	17		
19	18		
20	19		
21	20		
22	21		
23	22		
24	23		
25	24		
26	25		
27	26		
28	27		
29	28		
30	29		
31	30		
32	31		
33	32		
34	33		
35	34		
36	35		
37	36		
38	37		
39	38		
40	39		
41	40		
42	41		
43	42		
44	43		
45	44		
46	45		
47	46		
48	47		
49	48		
50	49		
51	50		
52	51		
53	52		
54	53		
55	54		
56	55		
57	56		
58	57		
59	58		
60	59		
61	60		
62	61		
63	62		
64	63		
65	64		
66	65		
67	66		
68	67		
69	68		
70	69		
71	70		
72	71		
73	72		
74	73		
75	74		
76	75		
77	76		
78	77		
79	78		
80	79		
81	80		
82	81		
83	82		
84	83		
85	84		
86	85		
87	86		
88	87		
89	88		
90	89		
91	90		
92	91		
93	92		
94	93		
95	94		
96	95		
97	96		
98	97		
99	98		
100	99		

York Boulevard

Bay Street



B.

FINANCE AND ADMINISTRATION COMMITTEE SIXTH REPORT OF 1993

The Finance and Administration Committee presents its **SIXTH** Report from its meeting held July 15, 1993 and respectfully requests approval of the following:

1. Taxable Benefit Guidelines : Complimentary Tickets

THAT THE TAXABLE BENEFIT GUIDELINES RESPECTING COMPLIMENTARY TICKETS BE APPROVED AS FOLLOWS:

General Guideline

The receipt of complimentary tickets is to be considered a taxable benefit unless one of the following business uses applies:

Business Uses:

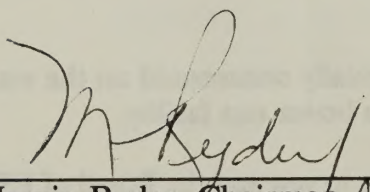
- (1) *Encouraging Board Members at the direction of the Board to attend both a reception and the event for the purposes of entertaining important clients or potential clients of H.E.C.F.I. The Board's direction should be documented in the Board's minutes.*
- (2) *Establishing a Board policy of encouraging newly appointed citizen members to attend up to two (2) events in each of Copps Coliseum and Hamilton Place in their first year of service as part of H.E.C.F.I.'s orientation programme for them.*
- (3) *Encouraging Board Members at the direction of the Board to attend a particular event to review or monitor various aspects of the event, equipment, performance of staff, etc. The direction should be documented in the Board's minutes of its meetings. In addition, Board Members attending such an event should either submit a written report to the applicable Standing Committee or if the report is verbal have the Committee/Board Secretary record particulars of their report in the minutes of the particular meeting.*

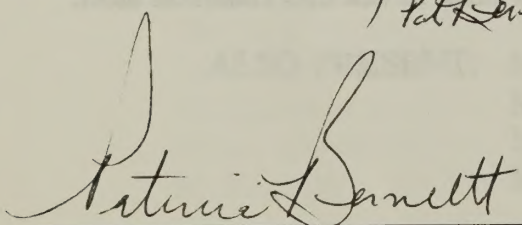
- (4) *Submitting a report to the applicable Standing Committee of the Board outlining the Board Member's reason(s) for attending the event, his or her observations and/or suggestions. The Board may wish that staff develop an appropriate form so that Board Members can use it as their written report on attending an event. If the report is verbal, then the Committee/Board Secretary should record particulars of the report in the minutes of the particular meeting.*

Note:

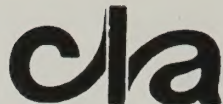
In the event that Board Members find it necessary to issue complimentary tickets to clients or prospective clients of H.E.C.F.I., then such requests should be forwarded to the Managing Director/C.E.O. for his consideration.

Respectfully submitted,


Marvin Ryder, Chairman


Patricia Bennett, Secretary

2



Canadian Library Association

200 Elgin Street, Suite 602, Ottawa, Ontario K2P 1L5

Telephone: (613) 232-9625 Envoy 100: CLAHQ

Fax (613) 563-9895

June 29, 1993

Gabe Macaluso
Chief Executive Officer
HECFI
Hamilton Convention Centre
115 King Street West
Hamilton, Ontario L8P 4T9

Dear Mr. Macaluso:

Recently I had the honour of chairing the Canadian Library Association's 48th Annual Conference, held at the Hamilton Convention Centre June 16-20.

Even as national conferences go, this was a complicated program, with over 140 events, in rooms of various sizes, and food and beverage requirements for large and small groups. The technical component of our program was complex because of the technology-intensive nature of the field. As our registration grew, so did the need to shuffle and re-shuffle rooms.

Through it all, the support and service of the staff of the Hamilton Convention Centre to both the Ottawa-based CLA staff and the 180 Hamilton-based volunteers were exemplary. Margaret Lees and her group were helpful and cooperative during the 15-month planning process. Bruce McCrady and Peter Kopatch saw to it that we had good food, well prepared, as requested, hot and on time. They also responded on short notice to special requests.

Delegates -- and our delegates are a discriminating group -- continually commented on the warmth of the Hamilton welcome. I cannot recall a CLA Conference in a better run facility.

On behalf of the Conference Planning Committee, I want to convey to you and the Board of HECFI our appreciation of the Convention Centre support and our pride in this fine Hamilton asset.

Sincerely,

A handwritten signature in cursive script that reads 'Wendy Newman'.

Wendy Newman
(Area Manager, Hamilton Public Library)
Convenor, Conference Planning Committee

cc Bill Tidball, Chairman, HECFI Board



3

**THE HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

REGULAR MEETING OF THE BOARD OF DIRECTORS

Thursday, June 24, 1993

8:00 a.m.

HAMILTON CONVENTION CENTRE

Albion "C"

MINUTES

PRESENT:

Mr. W. Tidball, Chairman
Alderman T. Anderson, First Vice-Chairman
Mr. F. DeNardis, Second Vice-Chairman
Mayor R. Morrow
Alderman H. Merling
Alderman B. Charters
Alderman F. Eisenberger
Mrs. M. Dow
Mr. A. DiIanni
Mr. C. Nolan
Mr. J. Kujavsky
Mr. G. Kay
Mrs. J. Isbester

ALSO PRESENT:

Mr. G. Macaluso
Mr. J. Leuser
Mr. S. Farrauto
Mr. J. van den Heuvel

REGRETS:

Mr. M. Ryder

1. Opening Remarks

The Chairman called the meeting to order at 8:15 a.m. and thanked everyone for their willingness to change the meeting date.

Mr. Tidball welcomed Mr. Norman Levitt, thanking him for accepting the invitation to join the Board of Directors for breakfast which provided Board Members the opportunity to formally express their appreciation of his contribution to the City of Hamilton and to the H.E.C.F.I. Board. On behalf of the Board, Mr. Tidball presented Mr. Levitt with a gift of appreciation. Before leaving the meeting Mr. Levitt thanked Board Members for their gift, expressed his appreciation of the relationship with Board Members and staff and wished H.E.C.F.I. success in its quest for an N.H.L. franchise.

A. Operations Committee Sixth Report of 1993

MOVED by Alderman Merling, seconded by Mr. Kujavsky that

THE OPERATIONS COMMITTEE SIXTH REPORT OF 1993 BE APPROVED AND THE FOLLOWING RECOMMENDATIONS ENDORSED:

- 1. THE LOWEST OF TWO TENDERS SUBMITTED BY JOEL THEATRICAL RIGGING CONTRACTORS (1980) LTD. FOR THE SUPPLY AND REPLACEMENT OF GREATHALL BANNERS, MOTORIZED RIGGING AND ORCHESTRA WALL WINCH AND RIGGING, IN ACCORDANCE WITH THE TENDER DOCUMENTS ISSUED BY THE MANAGER OF PURCHASING AND IN THE TOTAL AMOUNT OF \$308,868.34 INCLUDING GST, BE ACCEPTED.**
- 2. A CONTINGENCY ALLOWANCE IN THE AMOUNT OF \$10,000. (OR 3% OF THE TENDERED BID) BE ESTABLISHED FOR CHANGE ORDERS WHICH MAY ARISE FROM UNDERTAKING THIS WORK.**

3. THE COST OF THIS PROJECT BE FINANCED FROM CAPITAL ACCOUNTS CF 5200928941001 AND CF 5200929041011 WHICH HAVE PREVIOUSLY BEEN AUTHORIZED AND ESTABLISHED TO FUND THIS PARTICULAR PROJECT.

A GRANT APPLICATION BE MADE TO THE MINISTRY OF CULTURE, TOURISM AND RECREATION'S CULTURAL FACILITIES PROGRAMME, IN THE AMOUNT OF \$113,320. TO ASSIST IN THE FINANCING OF RENOVATIONS TO BE UNDERTAKEN AT HAMILTON PLACE RELATING TO THE REPLACEMENT OF THE ACOUSTIC BANNERS AND RIGGING SYSTEM AND ORCHESTRA WALL WINCH AND RIGGING.

MOTION CARRIED.

B. Finance and Administration Committee Fifth Report of 1993

MOVED by Mr. Nolan, seconded by Mr. Kujavsky that

THE FINANCE AND ADMINISTRATION COMMITTEE FIFTH REPORT OF 1993 BE APPROVED AND THE FOLLOWING RECOMMENDATIONS ENDORSED:

1. AS THE DISSOLUTION OF THE HAMILTON PERFORMING ARTS FOUNDATION INC. WOULD ELIMINATE A VEHICLE WHICH CAN BE UTILIZED TO FOSTER AND DEVELOP PERFORMING ARTS IN ACCORDANCE WITH BILL Pr 34, H.E.C.F.I.'S ENABLING LEGISLATION, IT IS THEREFORE RECOMMENDED THAT THE HAMILTON PERFORMING ARTS FOUNDATION INC. BE MAINTAINED AS AN ACTIVE CHARITABLE ORGANIZATION.

2. THAT ALL MONIES IN THE HAMILTON PERFORMING ARTS FOUNDATION'S SCHOLARSHIP FUND BE TRANSFERRED TO A NEW FUND TO BE NAMED THE OPERATING FUND.
3. THAT THE FINANCE AND ADMINISTRATION COMMITTEE RECEIVE, REVIEW AND RECOMMEND TO THE HAMILTON PERFORMING ARTS FOUNDATION INC. BOARD OF DIRECTORS PROPOSALS FOR DISBURSEMENT OF FUNDS FROM THE HAMILTON PERFORMING ARTS FOUNDATION INC. ON A PRIORITY BASIS IN ACCORDANCE WITH THE FOLLOWING GUIDELINES:
 - (i) TO FUND SCHOLARSHIPS;
 - (ii) TO PROVIDE, PROMOTE, PRESENT, PRODUCE, DEVELOP, ASSIST, MAINTAIN, OPERATE AND MANAGE THE PERFORMING ARTS, INCLUDING THEATRICAL, DRAMATIC, MUSICAL AND ARTISTIC WORKS;
 - (iii) TO PROVIDE SUBSIDIZED RATES FOR THE USE OF H.E.C.F.I. FACILITIES, PARTICULARLY THE STUDIO THEATRE, FOR THE PERFORMING ARTS.
4. THAT THE HAMILTON PERFORMING ARTS FOUNDATION INC. ACCEPT DONATIONS AND GIFTS IN ACCORDANCE WITH ITS BY-LAW PROVISIONS.

5. THAT ALL PRIVATE AND PUBLIC GRANT AGENCIES SUCH AS *WINTARIO CORPORATION* BE APPROACHED WITH A VIEW TO ACQUIRING GRANT FUNDING IN ORDER TO FINANCIALLY ASSIST H.E.C.F.I. IN CARRYING OUT THIS MANDATE.

TWO THOUSAND DOLLARS (\$2,000.) BE EXPENDED FROM THE HAMILTON PERFORMING ARTS FOUNDATION, INC. TO MCMASTER UNIVERSITY FOR THE PURPOSE OF GRANTING TWO SCHOLARSHIPS IN THE AMOUNT OF \$1,000. EACH FOR THE YEARS 1993 AND 1994 TO STUDENTS PURSUING STUDIES IN THE PERFORMING ARTS.

MOTION CARRIED.

2. Correspondence

MOVED by Mr. Kay, seconded by Mr. DeNardis that

CORRESPONDENCE INCLUDED IN THE AGENDA PACKAGE AS ATTACHMENT 2 BE RECEIVED.

MOTION CARRIED.

3. Minutes of Meeting Held May 28, 1993

MOVED by Mrs. Isbester, seconded by Alderman Charters that

THE MINUTES OF THE MAY 28, 1993 REGULAR MEETING BE APPROVED.

MOTION CARRIED.

4. Business Arising From the Minutes

4.1 Financial Results for the Four Month Period Ended April 30, 1993

MOVED by Alderman Anderson, seconded by Mr. DiIanni that

THE FINANCIAL SUMMARY FOR THE FOUR MONTHS ENDED APRIL 30, 1993 BE RECEIVED.

MOTION CARRIED.

4.2 Receipt of Promotion of a Smoke Free Environment Certificate by Hamilton-Wentworth Council on Smoking and Health

MOVED by Alderman Merling, seconded by Mr. Kujavsky that

THE PROMOTION OF A SMOKE FREE ENVIRONMENT CERTIFICATE FROM THE HAMILTON-WENTWORTH COUNCIL ON SMOKING AND HEALTH RECEIVED.

MOTION CARRIED.

5. Private and Confidential

The Board moved into an In-Camera Session at 8:35 a.m. to discuss matters of a private and confidential nature. It was

MOVED by Mr. DeNardis, seconded by Mrs. Isbester that

THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 8:35 A.M.

MOTION CARRIED.

MOVED by Alderman Anderson, seconded by Mr. Kay that

THE IN-CAMERA SESSION BE ADJOURNED AT 8:50 A.M.

MOTION CARRIED.

Copps Coliseum Interior Display Advertising Sales

MOVED by Mr. Kujavsky, seconded by Mr. DeNardis that

THE HAMILTON CANUCKS HOCKEY CLUB BE APPOINTED THE EXCLUSIVE SALES AGENT FOR INTERIOR DISPLAY ADVERTISING IN COPPS COLISEUM FOR A TWO (2) YEAR TERM, EFFECTIVE JULY 1, 1993; and

THAT A CONTRACTUAL AGREEMENT BE DEVELOPED IN CONSULTATION WITH THE SOLICITORS FOR THE CITY OF HAMILTON IN ACCORDANCE WITH THE TERMS AND CONDITIONS DETAILED IN THIS REPORT.

MOTION CARRIED.

6. New Business

6.1 McNab Street Parking Violations

Alderman Merling expressed concern regarding the number of trucks parking along side Hamilton Place and the Convention Centre on McNab Street as well as in Summers Lane which results in congested traffic as well as oilstained roadways. The CEO responded by stating that H.E.C.F.I. staff and the City's Traffic Department would be consulted to determine a solution. It was also brought to the attention of staff that cars have been parking illegally on the interlocking brick (on MacNab Street) between the two facilities.

6.2 Taxable Benefits : Complimentary Tickets

Mrs. Dow, Messrs. Tidball, DiIanni, DeNardis, Kujavsky, Nolan and Kay declared a conflict of interest and did not take part in the discussion. Mr. Tidball removed himself from the Chair and Alderman Anderson took the Chair at 8:55 a.m.

The CEO explained that the issue is before the Board as a result of Revenue Canada's advice that a decision must be made by the end of June respecting the manner of payment. There are two options: one, that the employer may pay the tax on behalf of the citizen members for the years 1990, 1991 and 1992 (the rationale being that neither management or the citizen members were aware that complimentary tickets would be considered a taxable benefit); and two, that each affected citizen member pay his/her respective taxable benefit(s). It was acknowledged that citizen members do not receive any form of compensation for the many hours spent on H.E.C.F.I. issues and while the remaining Board Members expressed regret that citizen members were now being requested to pay the taxable benefit, it was also recognized that given the present economic constraints, it is the only palatable remedy. It was

MOVED by Alderman Charters, seconded by Alderman Eisenberger that

MEMBERS OF THE BOARD BE RESPONSIBLE FOR THE PAYMENT OF THEIR RESPECTIVE TAXABLE BENEFITS IN RESPECT OF THE COMPLIMENTARY TICKETS WHICH THEY RECEIVED FOR THE YEARS 1990, 1991 AND 1992.

MOTION CARRIED.

It was also

MOVED by Mr. Nolan, seconded by Mr. Kujavsky that

THE FINANCE AND ADMINISTRATION COMMITTEE BE INSTRUCTED TO DEVELOP GUIDELINES FOR FUTURE USE OF COMPLIMENTARY TICKETS VIS-A-VIS TAXABLE BENEFITS.

MOTION CARRIED.

8. Date of Next Meeting

Friday, July 23, 1993
8:00 a.m.
Hamilton Convention Centre, Room 314

9. Motion to Adjourn

MOVED by Mr. DeNardis, seconded by Mr. Kay that

THE MEETING BE ADJOURNED AT 9:15 A.M.

MOTION CARRIED.

TAKEN AS READ AND APPROVED

Mr. W. Tidball, Chairman

Patricia Bennett, Secretary

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

SPECIAL MEETING OF THE BOARD OF DIRECTORS

**Tuesday, July 6, 1993
To Be Convened Directly Following
The Special Operations Committee Meeting
to be Held at 12:00 Noon**

**HAMILTON CONVENTION CENTRE
Room 314**

MINUTES

PRESENT: Alderman T. Anderson, First Vice-Chairman
Mr. F. DeNardis, Second Vice-Chairman
Alderman H. Merling
Alderman B. Charters
Mr. M. Ryder
Mr. A. DiIanni
Mr. C. Nolan
Mr. J. Kujavsky
Mr. G. Kay
Mrs. J. Isbester

ALSO PRESENT: Mr. G. Macaluso
Mr. B. Snetsinger
Mr. R. DiFilippo
Mr. J. van den Heuvel

REGRETS: Mayor R. Morrow
Mr. W. Tidball
Alderman F. Eisenberger
Mrs. M. Dow

Alderman Anderson called the meeting to order at 12:56 p.m.

1. Private and Confidential

The Board moved into an In-Camera Session at 12:57 p.m. to discuss matters of a private and confidential nature. It was

MOVED by Mr. Ryder, seconded by Mr. Kay that

THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 12:57 P.M.

MOTION CARRIED.

MOVED by Mrs. Isbester, seconded by Mr. Kujavsky that

THE IN-CAMERA SESSION BE ADJOURNED AT 1:13 P.M.

MOTION CARRIED.

The following motion was moved and carried directly following the In-Camera Session:

MOVED by Mr. Kujavsky, seconded by Mr. Nolan that

H.E.C.F.I. RELEASE THE SKYHAWKS FROM THE LICENCE AGREEMENT TO LEASE COPPS COLISEUM FOR ITS SCHEDULE OF BASKETBALL GAMES; and

THAT A PORTION OF THE DEPOSIT MADE TO H.E.C.F.I. BY MR. STEPIEN BE HELD UNTIL SUCH TIME AS ALL OUTSTANDING COSTS HAVE BEEN REIMBURSED.

MOTION CARRIED.

2. Adjournment

MOVED by Mr. DeNardis, seconded by Mr. Kay that

THE MEETING BE ADJOURNED AT 1:13 P.M.

MOTION CARRIED.

TAKEN AS READ AND APPROVED

Alderman T. Anderson, First Vice-Chairman

Patricia Bennett, Secretary



Hamilton
Entertainment
and Convention
Facilities Inc.

4.1

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

**Financial Summary
For the Five Month Period Ended May 31, 1993**

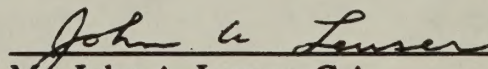
Actual Results For The Five Month Period Ended May 31, 1992		(1) Budget	(2) Actual	(3) Favourable < Unfavourable > Budget Variance
\$2,999,072	Revenue	\$3,186,455	\$2,975,820	\$(210,635)
<u>3,957,246</u>	Expenditures	<u>4,114,621</u>	<u>3,839,932</u>	<u>274,689</u>
	Excess of Expenditures Over Revenue From Operations			
<u>\$ 958,174</u>		<u>\$ 928,166</u>	<u>\$ 864,112</u>	<u>\$ 64,054</u>

Comments:

HECFI's municipal contribution was under-expended by \$64,054 (see row 3, column 3 above) for the five month period ended May 31, 1993. This represents a decrease of \$30,096 in the previously reported under-expended municipal contribution at April 30, 1993.

The reduction of \$30,096 for the month of May, 1993 in the under-expended municipal contribution is primarily the result of a significant decline in food and beverage revenues at the Hamilton Convention Centre. This declining revenue trend is expected to also result in a further significant reduction to HECFI's under-expended municipal contribution at June 30, 1993.

Please note that it is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly, these financial results do not reflect these costs.


Mr. John A. Leuser, C.A.
Director of Finance and Administration

June 29, 1993

the

Attachments

Hamilton Entertainment and Convention Facilities Inc. manages and operates The Hamilton Convention Centre, Hamilton Place Theatre and Copps Coliseum on behalf of The Corporation of The City of Hamilton

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.
CONSOLIDATED STATEMENT OF REVENUE AND EXPENDITURE

	Annual 1993 Budget	Budgeted Operating Results For The Five Month Period Ended May 31, 1993	Actual Operating Results For The Five Month Period Ended May 31, 1993	Favourable/ (Unfavourable) Budget Variance Amount %		Actual Operating Results For The Five Month Period Ended May 31, 1992
	(1)	(2)	(3)	(4)	(5)	(6)
REVENUE						
RENTAL, LICENCE FEES AND SHOW REVENUE	\$1,433,300	\$768,643	\$836,574	\$67,931	8.8%	\$823,405
OTHER RENTALS	\$355,580	\$153,654	\$174,285	\$20,631	13.4%	\$170,816
FOOD, BEVERAGE AND CONCESSIONS	\$2,853,650	\$1,135,055	\$831,703	(\$303,352)	-26.7%	\$991,678
RECOVERIES	\$1,549,950	\$778,884	\$781,151	\$2,267	0.3%	\$705,610
BOX OFFICE	\$371,220	\$202,570	\$207,144	\$4,574	2.3%	\$161,781
OTHER	\$323,470	\$147,649	\$144,963	(\$2,686)	-1.8%	\$145,782
TOTAL REVENUE	\$6,887,170	\$3,186,455	\$2,975,820	(\$210,635)	-6.6%	\$2,999,072
EXPENDITURES						
OPERATIONS-ADMINISTRATION	\$234,980	\$97,910	\$89,706	\$8,204	8.4%	\$97,444
FOOD AND BEVERAGE	\$2,581,040	\$1,031,974	\$831,773	\$200,201	19.4%	\$1,043,836
EVENTS DELIVERY	\$2,348,550	\$1,102,113	\$1,073,999	\$28,114	2.6%	\$1,024,860
BUILDING OPERATIONS	\$1,411,940	\$581,340	\$549,102	\$32,238	5.5%	\$470,430
MARKETING AND PROMOTION	\$1,315,490	\$546,748	\$575,912	(\$29,164)	-5.3%	\$627,744
ADMINISTRATION-CEO/BOARD	\$355,030	\$147,945	\$143,444	\$4,501	3.0%	\$168,839
FINANCE AND ADMINISTRATION	\$871,810	\$363,260	\$340,412	\$22,848	6.3%	\$355,425
BOX OFFICE	\$427,100	\$199,731	\$191,984	\$7,747	3.9%	\$168,668
PROVISION FOR CAPITAL REPLACEMENT	\$43,600	\$43,600	\$43,600	\$0	0.0%	\$0
TOTAL EXPENDITURES	\$9,589,540	\$4,114,621	\$3,839,932	\$274,689	6.7%	\$3,957,246
EXCESS OF EXPENDITURE OVER REVENUE FROM OPERATIONS	\$2,702,370	\$928,166	\$864,112	\$64,054	6.9%	\$958,174
CONTRIBUTION FROM THE CITY	\$2,702,370	\$928,166	\$928,166	\$0	0.0%	\$1,001,546
UNDER EXPENDED MUNICIPAL CONTRIBUTION	\$0	\$0	\$64,054	\$64,054	0.0%	\$43,372

It is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly these financial statements do not reflect the above costs.



Hamilton
Entertainment
and Convention
Facilities Inc.

HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.

MEETING OF THE BOARD OF DIRECTORS

Friday, August 27, 1993

8:00 a.m.

Hamilton Convention Centre, Albion C

HECFI Corporate Offices
101 York Blvd.
HAMILTON, ONTARIO
CANADA L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

ORDER OF BUSINESS

URBAN MUNICIPAL

URBAN/MUNICIPAL
CA4 ON HBL V89

A35

1993

DECLARATION OF CONFLICT OF INTEREST

AUG 1993

1. Opening Remarks

ACTION ITEMS

GOVERNMENT

- | | | |
|----|---|--------------|
| A. | Operations Committee Ninth Report of 1993 | Attachment A |
| B. | Finance and Administration Committee Seventh Report of 1993 | Attachment B |
| C. | Marketing and Sales Committee Second Report of 1993 | Attachment C |
| D. | Appointment of H.E.C.F.I. Representative on Tourism and Convention Development Advisory Board | Attachment D |

INFORMATION ITEMS

- | | | |
|----|---|----------------|
| 2. | Correspondence | Attachment 2 |
| 3. | Minutes of Regular Meeting Held July 23, 1993
and Special Meeting Held August 12, 1993 | Attachment 3 |
| | 3.1 Errors or Omissions | |
| | 3.2 Motion for Approval | |
| 4. | Business Arising From the Minutes | |
| | 4.1 Financial Results for the Six Month
Period Ended June 30, 1993 | Attachment 4.1 |
| 5. | Private and Confidential | |
| | 5.1 Contractual Matters | |
| 6. | New Business | |
| 7. | Other Business | |
| 8. | Date of Next Meeting: Friday, September 24, 1993
8:00 a.m.
Hamilton Convention Centre, Room 314 | |
| 9. | Motion to Adjourn | |

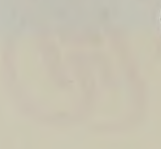
OUTSTANDING BUSINESS

Nil

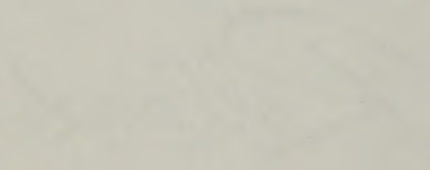
August 20, 1993

Patricia Bennett
Secretary to the Board of Directors
Hamilton Entertainment and Convention Facilities Inc. manages and operates The Hamilton Convention Centre and the Hamilton Theatre and Cops Coliseum on behalf of The Corporation of The City of Hamilton

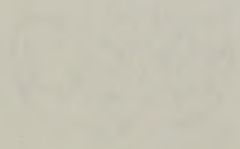
THE
LIBRARY OF THE
UNITED STATES
DEPARTMENT OF THE INTERIOR
BUREAU OF LAND MANAGEMENT
WASHINGTON, D.C. 20246



GOVERNMENT



GOVERNMENT



GOVERNMENT

GOVERNMENT

A

OPERATIONS COMMITTEE NINTH REPORT TO THE BOARD

The Operations Committee presents its **NINTH** Report from its meeting held August 18th, 1993 and respectfully requests approval of the following:

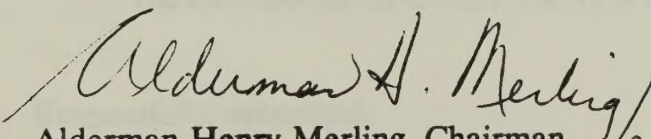
1. Copps Coliseum: Leasing of Portion of Retail Space to The Society of Management Accountants of Canada

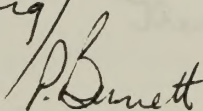
THAT SEVEN HUNDRED AND FIFTY (750) SQUARE FEET OF STORAGE SPACE LOCATED ON THE RETAIL MALL LEVEL OF COPPS COLISEUM BE DECLARED SURPLUS TO THE NEEDS OF H.E.C.F.I.; and

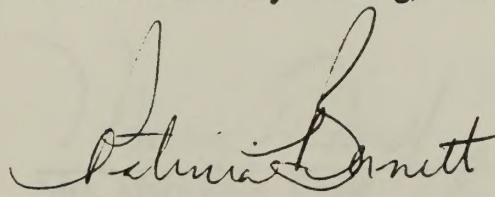
THAT THIS SPACE BE MADE AVAILABLE FOR LEASE BY THE CITY OF HAMILTON PROVIDING THAT A CLAUSE IS INCORPORATED INTO THE LEASING AGREEMENT WHICH ALLOWS H.E.C.F.I. TO REGAIN THIS SPACE IN THE EVENT THAT SAME IS REQUIRED BY AN N.H.L. FRANCHISE; and

THAT H.E.C.F.I. REQUEST OF THE CITY OF HAMILTON THE ANNUAL RENTAL REVENUE EARNED AS A RESULT OF LEASING THIS SPACE BE CREDITED TO ACCOUNT NO. 44171 80083 (COPPS COLISEUM - OFFICE RENTAL).

Respectfully submitted,


Alderman Henry Merling, Chairman


P. Bennett


Patricia Bennett, Secretary

B

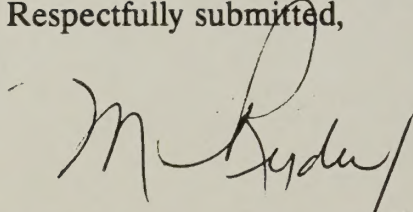
FINANCE AND ADMINISTRATION COMMITTEE SEVENTH REPORT OF 1993

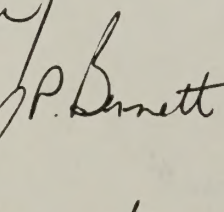
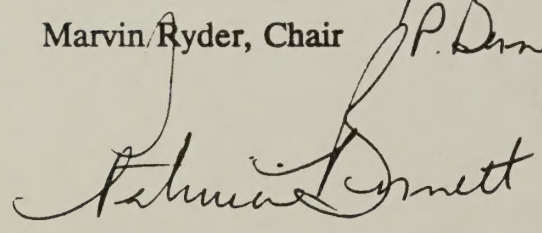
The Finance and Administration Committee presents its **SEVENTH** Report from its meeting held August 19, 1993 and respectfully requests approval of the following:

1. Social Contract

THAT THE FINANCIAL OBLIGATIONS OF H.E.C.F.I. UNDER THE PROVINCIAL SOCIAL CONTRACT LEGISLATION BE MET THROUGH "TIME OFF WORK" WITH THIS TIME BEING MITIGATED BY EARLY RETIREMENTS, EFFICIENCIES AND OTHER APPROPRIATE AREAS LARGELY FOUND WITHIN THE COMPENSATION SECTION OF THE BUDGET.

Respectfully submitted,


Marvin Ryder, Chair



Patricia Bennett, Secretary

C

MARKETING AND SALES COMMITTEE SECOND REPORT OF 1993

The Marketing and Sales Committee presents its **SECOND** Report from its meeting held August 19, 1993 and respectfully recommends the following:

1. Copps Coliseum Interior Display Advertising Sales

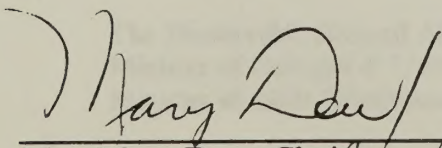
THAT THE BOARD MOTION CARRIED AT THE REGULAR MEETING OF THE BOARD JUNE 24, 1993 APPROVING THE HAMILTON CANUCKS HOCKEY CLUB AS EXCLUSIVE SALES AGENT FOR INTERIOR DISPLAY ADVERTISING IN COPPS COLISEUM FOR A TWO (2) YEAR TERM, EFFECTIVE JULY 1, 1993, IN ACCORDANCE WITH THE TERMS AND CONDITIONS DETAILED IN MANAGEMENT'S JUNE 21, 1993 REPORT BE RESCINDED; and

THAT THE FOLLOWING AMENDED RECOMMENDATION BE APPROVED:

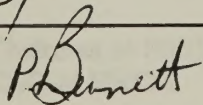
THAT THE HAMILTON CANUCKS HOCKEY CLUB BE APPOINTED EXCLUSIVE SALES AGENT FOR INTERIOR DISPLAY ADVERTISING SALES AT COPPS COLISEUM FOR A TWO (2) YEAR PERIOD COMMENCING SEPTEMBER 1, 1993; and

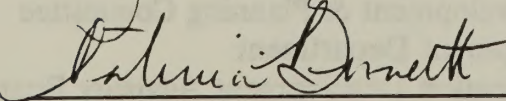
THAT A CONTRACTUAL AGREEMENT BE DEVELOPED IN CONSULTATION WITH THE SOLICITORS FOR THE CITY OF HAMILTON IN ACCORDANCE WITH THE TERMS AND CONDITIONS DETAILED IN MANAGEMENT'S AUGUST 17TH REPORT.

Respectfully submitted,



Mrs. Mary Dow, Chair





Patricia Bennett, Secretary



REGIONAL MUNICIPALITY OF HAMILTON-WENTWORTH

Office of the Clerk

Robert C. Prowse, Clerk
Michael A. Rallo, Deputy Clerk

August 19, 1993

Chairman and Board of Directors
Hamilton Entertainment and Conventions
Facilities Inc. (H.E.C.F.I.)
101 York Blvd.
Hamilton, Ontario
L8R 3L4

Dear Sirs:

Re: Tourism and Convention Development Advisory Board

Please be advised that correspondence was received in the Office of the Clerk respecting the resignation of Mr. Gabe Macaluso as a member of the Tourism and Convention Development Advisory Board.

Consequently, there is a vacancy on the Advisory Board and a representative is required from the Arts and Entertainment sector of the Tourism and Convention Industry.

I would respectfully request the Board of Directors to submit the name of an alternate representative to be recommended to the Economic Development and Planning Committee.

If you have questions or require additional information, please feel free to contact me directly at (416) 546-2148.

Yours truly,

Lynda Sohal (Ms.)
Legislative Assistant

c.c. Councillor D. Ross, Chairman, Economic Development & Planning Committee
Mr. N. Catalano, Director, Economic Development Department
Mr. P. Mercanti, Chairman, Tourism & Convention Development Advisory Board

ROBERT M. MORROW
MAYOR



2

July 12th, 1993

Ms. Ann Swarbrick
Minister of Culture, Tourism and Recreation
77 Bloor Street West, 6th Floor
TORONTO, Ontario

Dear Madam Minister:

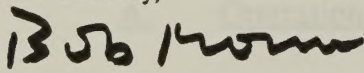
RE: HAMILTON PLACE - Application to Cultural Facilities
Improvement Programme; Replacement of Acoustic Banners
and Rigging System; and Orchestra Wall Winch and
Rigging System

I am pleased to advise that on June 25th, 1993 the Hamilton Entertainment and Convention Facilities Inc., officially applied for financial assistance with regard to the above item.

Hamilton Place, our Theatre Auditorium, was built through public subscription and will be celebrating its 20th Anniversary this fall. We have noted over the years that considerable provincial funds have gone to theatrical institutions and facilities in the Toronto area, and I am hopeful that we can count on your support in upgrading the facilities of Hamilton Place after twenty years of a great community contribution in the performing arts.

I would be most pleased to have the opportunity to discuss this application and its implications in further detail with you at any time. Thanks for your attention to this important request.

Yours sincerely,

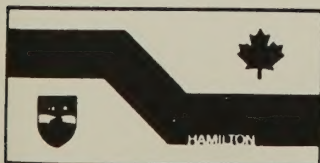

Robert M. Morrow
Mayor

RMM/DC/pb.

cc: The Honourable David Christopherson
Minister of Correctional Services and Solicitor General

The Honourable Richard Allen
Minister of Colleges & Universities and
Minister of Skills Development

Mr. William Tidball, Chairman of HECFI
Mr. Gabe Macaluso, CEO of HECFI



City Hall
71 Main Street West, Hamilton, Ontario, Canada L8N 3T4
Telephone : (416) 546-2790
546-2448 (TDD Only)

3

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

REGULAR MEETING OF THE BOARD OF DIRECTORS

**Friday, July 23, 1993
8:00 A.M.
Hamilton Convention Centre, Room 314**

MINUTES

PRESENT:

Mr. W. Tidball, Chairman
Alderman T. Anderson, First Vice Chairman
Mr. F. DeNardis, Second Vice Chairman
Alderman B. Charters
Alderman F. Eisenberger
Mrs. M. Dow
Mr. M. Ryder
Mr. A. DiIanni
Mr. C. Nolan
Mr. J. Kujavsky
Mr. G. Kay
Mrs. J. Isbester

ALSO PRESENT:

Mr. G. Macaluso
Mr. J. Leuser
Mr. B. Calder
Mr. B. Snetsinger
Mr. R. DiFilippo

REGRETS:

Mayor R. Morrow
Alderman Merling

Declaration of Conflict of Interest

Mr. G. Kay declared a conflict of interest in respect of the Operations Committee Seventh Report, i.e. Copps Coliseum Retail Space / Champions Family Fitness Centres.

1. Opening Remarks

Mr. Tidball called the meeting to order at 8:15 a.m. and updated Board Members by reporting that: (i) Messrs. Ryder, Macaluso and Leuser will meet again today with representatives of the Hamilton Philharmonic Orchestra to discuss the overdue accounts receivable as well as its business plan for the '93/'94 season; (ii) The Skyhawks have now left Copps Coliseum and will finish out their season playing at Mohawk College; (iii) four N.H.L. neutral site games have been awarded to Double Hitch and will be played in Hamilton - six games were awarded to Minnesota. Special congratulations were extended to Mr. Nolan whose wife has recently given birth to MacKenzie Nolan, 7 lbs. 06 oz., little brother for Ryan.

A. Operations Committee Seventh Report of 1993

MOVED by Mr. Kujavsky, seconded by Alderman Anderson that

THE OPERATIONS COMMITTEE SEVENTH REPORT OF 1993 BE APPROVED AND THE FOLLOWING RECOMMENDATION ENDORSED:

THAT MANAGEMENT'S JULY 12TH REPORT, COPPS COLISEUM - LEASING OF PORTION OF RETAIL SPACE TO 752413 ONTARIO LIMITED CARRYING ON BUSINESS AS CHAMPIONS FAMILY FITNESS CENTRES BE FORWARDED TO THE FULL BOARD FOR CONSIDERATION; and

THAT THE RECOMMENDATIONS CONTAINED IN THE REPORT AS FOLLOWS BE ENDORSED:

1900 SQUARE FEET OF RETAIL SPACE LOCATED ON THE RETAIL/MALL LEVEL OF COPPS COLISEUM BE DECLARED SURPLUS TO THE NEEDS OF H.E.C.F.I.; and

THIS SAME SPACE BE MADE AVAILABLE FOR LEASE BY THE CITY OF HAMILTON PROVIDING THAT A CLAUSE IS INCORPORATED INTO THE LEASING AGREEMENT WHICH ALLOWS H.E.C.F.I. TO REGAIN THIS SPACE IN THE EVENT THAT SAME IS REQUIRED BY AN N.H.L. FRANCHISE; and

THAT H.E.C.F.I. REQUEST OF THE CITY OF HAMILTON THAT THE ANNUAL RENTAL REVENUE EARNED AS A RESULT OF LEASING THIS SPACE BE CREDITED TO ACCOUNT NO. HE 44171 80083 (COPPS COLISEUM - OFFICE RENTAL).

MOTION CARRIED.

During discussion of the recommendation the following points were clarified:

- the space to be leased to Champions is considered surplus space; there is additional surplus space both at Copps Coliseum and Hamilton Place;
- the City's Law Department advised that notification to the public of the availability of such space is not a requirement;
- this proposal represents an expansion by an existing Jackson Square tenant into Copps Coliseum - the only other like tenant would be Brooks Restaurant;
- there is no entrance to Copps Coliseum from the proposed extension of Champions;
- the lease with Champions is a ten (10) year lease with a ninety (90) day "out" clause should the space be required for use as part of an N.H.L. hockey franchise;

- the Law Department has advised that "...H.E.C.F.I. is to only be involved with space rental leases when such a lease contracts space with a tenant that also licences the use of the facilities i.e. hockey tenant." However, this is not consistent with the rental lease with the Hamilton Regional Arts Council;
- leasehold improvements for the area are estimated to be approximately \$40,000. and are the responsibility of the tenant. Should an N.H.L. franchise require the space the leasehold improvement costs would be transferred to the N.H.L.

B. Finance and Administration Committee Sixth Report of 1993

MOVED by Mr. Ryder, seconded by Mr. Nolan that

THE FINANCE AND ADMINISTRATION COMMITTEE SIXTH REPORT OF 1993 BE APPROVED AND THE FOLLOWING RECOMMENDATION ENDORSED:

THAT THE TAXABLE BENEFIT GUIDELINES RESPECTING COMPLIMENTARY TICKETS BE APPROVED AS FOLLOWS:

General Guideline

In order to comply with criteria established by Revenue Canada respecting taxable benefits and the subsequent responsibility of H.E.C.F.I. to submit T4-A's, the following guidelines respecting complimentary tickets be considered when reporting business and/or personal applications:

Business Uses:

- (1) *Encouraging Board Members at the direction of the Board to attend both a reception and the event for the purposes of entertaining important clients or potential clients of H.E.C.F.I. The Board's direction should be documented in the Board's minutes.*

- (2) *Establishing a Board policy of encouraging newly appointed citizen members to attend up to two (2) events in each of Copps Coliseum and Hamilton Place in their first year of service as part of H.E.C.F.I.'s orientation programme for them.*
- (3) *Encouraging Board Members at the direction of the Board to attend a particular event to review or monitor various aspects of the event, equipment, performance of staff, etc. The direction should be documented in the Board's minutes of its meetings. In addition, Board Members attending such an event should either submit a written report to the applicable Standing Committee or if the report is verbal have the Committee/Board Secretary record particulars of their report in the minutes of the particular meeting.*
- (4) *Submitting a report to the applicable Standing Committee of the Board outlining the Board Member's reason(s) for attending the event, his or her observations and/or suggestions. The Board may wish that staff develop an appropriate form so that Board Members can use it as their written report on attending an event. If the report is verbal, then the Committee/Board Secretary should record particulars of the report in the minutes of the particular meeting.*

Note:

In the event that Board Members find it necessary to issue complimentary tickets to clients or prospective clients of H.E.C.F.I., then such requests should be forwarded to the Managing Director/C.E.O. for his consideration.

MOTION CARRIED. Opposed by Mayor Morrow and Mr. G. Kay.

It was agreed that management develop a simple form which can be completed by Board Members in tracking their complimentary tickets.

2. Correspondence

MOVED by Mr. DeNardis, seconded by Mrs. Isbester that

CORRESPONDENCE RECEIVED IN THE AGENDA PACKAGE AS ATTACHMENT 2 BE RECEIVED.

MOTION CARRIED.

3. Minutes of Meetings Held June 24, 1993 and July 6, 1993

MOVED by Mr. Ryder, seconded by Alderman Charters that

THE MINUTES OF REGULAR MEETING HELD JUNE 24, 1993 AND SPECIAL MEETING HELD JULY 6, 1993 BE APPROVED.

MOTION CARRIED.

4. Business Arising from the Minutes

4.1 Financial Results for the Five Month Period Ended May 31, 1993

MOVED by Mr. Kujavsky, seconded by Alderman Eisenberger that

THE FINANCIAL SUMMARY FOR THE FIVE MONTH PERIOD ENDED MAY 31, 1993 BE RECEIVED.

MOTION CARRIED.

5. Private and Confidential

The Board moved into an In-Camera Session at 9:40 a.m. to discuss matters of a private and confidential nature. It was

MOVED by Mr. Kujavsky, seconded by Mr. Kay that

THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 9:40 A.M.

MOTION CARRIED.

MOVED by Alderman Charters, seconded by Mr. Ryder that

THE IN-CAMERA SESSION BE ADJOURNED AT 11:20 A.M.

MOTION CARRIED.

Hamilton Canucks Change of Ownership

The following issue was discussed during the In-Camera Session, voted upon and carried during the public session:

MOVED by Mr. Kujavsky, seconded by Alderman Eisenberger that

APPROVAL BE GIVEN FOR THE OWNERSHIP TRANSFER OF THE HAMILTON CANUCKS, PROVIDED THAT ALL OTHER TERMS AND CONDITIONS OF THE EXISTING CONTRACT, INCLUDING PROVISION OF THE REQUIRED LETTER OF CREDIT, ARE COMPLIED WITH; and

THAT STAFF, AFTER CONSULTATION WITH THE CITY SOLICITOR'S DEPARTMENT, BE AUTHORIZED TO AMEND THE LICENCE AGREEMENT WITH DOUBLE HITCH ENTERPRISES LIMITED TO INCORPORATE THIS CHANGE OF OWNERSHIP.

MOTION CARRIED.

6. New Business

Nil

7. Other Business

Nil

8. Date of Next Meeting:

Friday, August 27, 1993
8:00 a.m.
Hamilton Convention Centre, Albion C

9. Motion to Adjourn

MOVED by Mr. DeNardis, seconded by Mr. Kay that

THE MEETING BE ADJOURNED AT 11:22 A.M.

MOTION CARRIED.

TAKEN AS READ AND APPROVED

Mr. W. Tidball, Chairman

Patricia Bennett, Secretary

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

SPECIAL MEETING OF THE BOARD OF DIRECTORS

**Thursday, August 12, 1993
12:30 p.m.
Hamilton Convention Centre, Room 314**

MINUTES

PRESENT:

Mr. W. Tidball, Chairman
Alderman T. Anderson, First Vice-Chairman
Mr. F. DeNardis, Second Vice-Chairman
Mayor R. Morrow
Alderman H. Merling
Alderman B. Charters
Alderman F. Eisenberger
Mr. M. Ryder
Mr. A. DiIanni
Mr. C. Nolan
Mr. G. Kay

ALSO PRESENT:

Mr. G. Macaluso
Mr. J. Leuser
Mr. B. Calder
Mr. B. Snetsinger

REGRETS:

Mrs. M. Dow
Mrs. J. Isbester
Mr. J. Kujavsky

1. Opening Remarks

The Chairman called the meeting to order at 12:45 p.m.

Private and Confidential

MOVED by Mr. Ryder, seconded by Mr. DeNardis that

AN IN-CAMERA SESSION BE CONVENED AT 12:46 P.M.

MOTION CARRIED.

MOVED by Alderman Charters, seconded by Mr. Kay that

THE IN-CAMERA SESSION BE ADJOURNED AT 2:35 P.M.

MOTION CARRIED.

The following issues were discussed during the In-Camera Session, moved and carried during the public session:

A. Hamilton Philharmonic Orchestra

MOVED by Mr. Nolan, seconded by Mr. Ryder that

THAT THE C.E.O. AND CHAIRMAN ARE AUTHORIZED TO OFFER ITEMS NUMBER ONE AND TWO OF MANAGEMENT'S AUGUST 11, 1993 REPORT ONLY IN CONJUNCTION WITH OTHER OFFERS OF SUPPORT FROM CONCERNED PARTIES; and

THAT THE H.P.O. BE REQUIRED TO PROVIDE AN INTEREST-BEARING NOTE OF INDEBTEDNESS FOR THE OUTSTANDING ACCOUNTS RECEIVABLE AS OF AUGUST 1, 1993 WITH REPAYMENT TERMS OF \$2,000. PER MONTH; and

THAT ALL PAYMENTS ON PAST INDEBTEDNESS AND FUTURE SERVICES TO THE H.P.O. BE PROVIDED WITH APPROPRIATE SECURITY ACCEPTABLE TO THE CITY TREASURER; and

THAT ALL ARRANGEMENTS ARE TO BE FINALIZED BY SEPTEMBER 15, 1993 AND FAILING THIS THE RENTAL AGREEMENT BE TERMINATED.

MOTION CARRIED.

The following documents an excerpt from Management's August 11, 1993 report in respect of items one and two:

1. (a) *a reduction in their front-of-house costs of \$75 per performance or \$3,225 for the 1993-94 season; and*
(b) *a reduction in their not-for-profit licence fee rate (i.e. rental rate for the Great Hall) charged for performances held on weekends. This will save the H.P.O. \$4,200 for the 1993-94 season.*
2. (a) *additional savings of \$117 per performance for a total of \$5,031 for the 1993-94 season could be realized by the H.P.O. if the second balcony of Hamilton Place were not utilized for their performances;*
(b) *rehearsal costs totalling approximately \$15,499 could be reduced or even eliminated by the H.P.O. if rehearsals were held elsewhere;*
(c) *our forecasts of H.P.O.'s costs for the 1993-94 season are approximately \$29,592 less than the amount projected by the H.P.O. in financial forecasts submitted by the H.P.O. to H.E.C.F.I. This would reduce the deficit forecasted by the H.P.O. for the upcoming season from \$99,334 to \$69,742 (a reduction of 29.8%);*

- (d) *H.E.C.F.I. will reasonably consider co-promoting events with the H.P.O. and also assist the H.P.O. with holding any fund raising events in H.E.C.F.I.'s facilities provided that out-of-pocket costs are paid by the H.P.O.; and*
- (e) *H.E.C.F.I. will encourage promoters and artists to utilize the services of the H.P.O. as was done in 1992 for the presentation of Les Miserables.*

B. Copps Coliseum: Food and Beverage Concession and Catering Services

MOVED by Alderman Merling, seconded by Alderman Anderson that

THE EXISTING AGREEMENT WITH VOLUME CONCESSION SERVICES INC. BE EXTENDED UNDER THE CURRENT TERMS AND CONDITIONS TO 1994, MAY 31 WITH A FURTHER OPTION TO RENEW FOR A PERIOD NOT TO EXCEED SIX (6) MONTHS.

MOTION CARRIED.

2. Adjournment

MOVED by Alderman Merling, seconded by Alderman Eisenberger that

THE MEETING BE ADJOURNED AT 2:36 P.M.

MOTION CARRIED.

TAKEN AS READ AND APPROVED

Mr. W. Tidball, Chairman

Patricia Bennett, Secretary



Hamilton
Entertainment
and Convention
Facilities Inc.

41 York Boulevard
Hamilton, Ontario
Canada L8R 3L1
Tel. 416/546-4000
Fax 416/527-6855

Financial Summary For The Six Month Period Ended June 30, 1993

Actual Results For The Six Month Period Ended <u>June 30, 1992</u>		(1) <u>Budget</u>	(2) <u>Actual</u>	(3) Favourable < Unfavourable > <u>Budget Variance</u>
\$3,636,022	Revenue	\$3,945,620	\$3,644,354	\$(301,266)
<u>4,856,771</u>	Expenditures	<u>4,970,015</u>	<u>4,633,500</u>	<u>336,515</u>
	Excess of Expenditures Over Revenue From Operations	<u>\$1,024,395</u>	<u>\$ 989,146</u>	<u>\$ 35,249</u>
<u>\$1,220,749</u>				

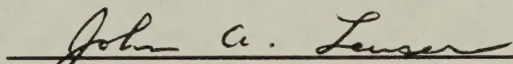
Comments:

HECFI's municipal contribution was under-expended by \$35,249 (see row 3, column 3 above) for the six month period ended June 30, 1993. This represents a decrease of \$28,805 in the previously reported under-expended municipal contribution at May 31, 1993.

The reduction of \$28,805 for the month of June, 1993 in the under-expended municipal contribution is primarily the result of a significant decline in food and beverage revenues at the Hamilton Convention Centre.

However, please note that the financial results for the six month period ended June 30, 1993 do not reflect any provisions for the possible write-off of accounts receivable due from the Hamilton Philharmonic Orchestra and the effects of the Province of Ontario's Social Contract legislation.

Please also note that it is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly, these financial results do not reflect these costs.


Mr. John A. Leuser, C.A.
Director of Finance and Administration

Revised August 20, 1993

the
Attachments

Hamilton Entertainment and Convention Facilities Inc. manages and operates The Hamilton Convention Centre, Hamilton Place Theatre and Copps Coliseum on behalf of The Corporation of The City of Hamilton

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.
CONSOLIDATED STATEMENT OF REVENUE AND EXPENDITURE

	Annual 1993 Budget	Budgeted Operating Results For The Six Month Period Ended June 30, 1993	Actual Operating Results For The Six Month Period Ended June 30, 1993	Favourable/ (Unfavourable) Budget Variance Amount %		Actual Operating Results For The Six Month Period Ended June 30, 1992
	(1)	(2)	(3)	(4)	(5)	(6)
REVENUE						
RENTAL, LICENCE FEES AND						
SHOW REVENUE	\$1,433,300	\$901,184	\$992,307	\$91,123	10.1%	\$954,944
OTHER RENTALS	\$355,580	\$175,684	\$202,175	\$26,491	15.1%	\$194,609
FOOD, BEVERAGE AND CONCESSIONS	\$2,853,650	\$1,534,762	\$1,083,351	(\$451,411)	-29.4%	\$1,238,744
RECOVERIES	\$1,549,950	\$906,899	\$954,421	\$47,522	5.2%	\$888,700
BOX OFFICE	\$371,220	\$245,069	\$251,448	\$6,379	2.6%	\$185,593
OTHER	\$323,470	\$182,022	\$160,652	(\$21,370)	-11.7%	\$173,432
TOTAL REVENUE	\$6,887,170	\$3,945,620	\$3,644,354	(\$301,266)	-7.6%	\$3,636,022
EXPENDITURES						
OPERATIONS-ADMINISTRATION	\$234,980	\$117,492	\$108,942	\$8,550	7.3%	\$113,393
FOOD AND BEVERAGE	\$2,581,040	\$1,346,090	\$1,049,617	\$296,473	22.0%	\$1,268,775
EVENTS DELIVERY	\$2,348,550	\$1,295,988	\$1,280,292	\$15,696	1.2%	\$1,262,134
BUILDING OPERATIONS	\$1,411,940	\$689,008	\$658,520	\$30,488	4.4%	\$569,318
MARKETING AND PROMOTION	\$1,315,490	\$633,374	\$683,521	(\$50,147)	-7.9%	\$820,487
ADMINISTRATION-CEO/BOARD	\$355,030	\$177,534	\$177,629	(\$95)	-0.1%	\$197,601
FINANCE AND ADMINISTRATION	\$871,810	\$435,912	\$411,303	\$24,609	5.6%	\$425,480
BOX OFFICE	\$427,100	\$231,017	\$220,076	\$10,941	4.7%	\$199,583
PROVISION FOR CAPITAL REPLACEMENT	\$43,600	\$43,600	\$43,600	\$0	0.0%	\$0
TOTAL EXPENDITURES	\$9,589,540	\$4,970,015	\$4,633,500	\$336,515	6.8%	\$4,856,771
EXCESS OF EXPENDITURE OVER						
REVENUE FROM OPERATIONS	\$2,702,370	\$1,024,395	\$989,146	\$35,249	3.4%	\$1,220,749
CONTRIBUTION FROM THE CITY	\$2,702,370	\$1,024,395	\$1,024,395	\$0	0.0%	\$1,176,011
UNDER EXPENDED MUNICIPAL CONTRIBUTION	\$0	\$0	\$35,249	\$35,249	0.0%	(\$44,738)

It is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly these financial statements do not reflect the above costs.



Hamilton
Entertainment
and Convention
Facilities Inc.

HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

MEETING OF THE BOARD OF DIRECTORS

Friday, September 24, 1993
8:00 a.m.

Hamilton Convention Centre, Room 314

ORDER OF BUSINESS

DECLARATION OF CONFLICT OF INTEREST

1. Opening Remarks

ACTION ITEMS

- A. HCC: Renovations to Wentworth Exhibition Hall and Lobby Area :
Acceptance of Tender

Attachment A

INFORMATION ITEMS

2. Correspondence

Attachment 2

3. Minutes of Regular Meeting Held August 27, 1993
and Special Meeting Held September 2, 1993

Attachment 3

- 3.1 Errors or Omissions
3.2 Motion for Approval

4. Business Arising From the Minutes

- 4.1 Financial Results for the Seven Month
Period Ended July 31, 1993

Attachment 4.1

5. Private and Confidential

- 5.1 Contractual Matters

6. New Business

7. Other Business

8. Date of Next Meeting: Friday, October 22, 1993
8:00 a.m.

Hamilton Convention Centre, Webster C

9. Motion to Adjourn

OUTSTANDING BUSINESS

Nil

September 20, 1993

Patricia Bennett

Secretary to the Board of Directors

Hamilton Entertainment and Convention Facilities Inc. manages and operates The Hamilton Convention
Centre, Hamilton Place Theatre and Copps Coliseum on behalf of The Corporation of The City of Hamilton

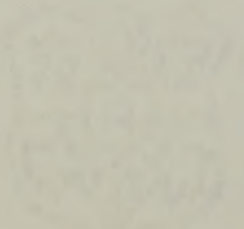
URBAN/MUNICIPAL
CA4 ON HBL V89
A35
1993

URBAN M
SEP - 1993
GOVERNMENT DOCUMENT

CPPI

STAMBOLO

STAMBOLO



STAMBOLO

STAMBOLO



Hamilton
Entertainment
and Convention
Facilities Inc.

A

11 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 516/546-4000
Fax 516/527-6856

OPERATIONS COMMITTEE TENTH REPORT OF 1993

The Operations Committee presents its TENTH Report from its meeting held September 15, 1993 and respectfully requests approval of the following:

1. HCC : Renovations to Wentworth Exhibition Hall and Lobby Area : Acceptance of Tender

THAT MANAGEMENT'S RECOMMENDATION THAT

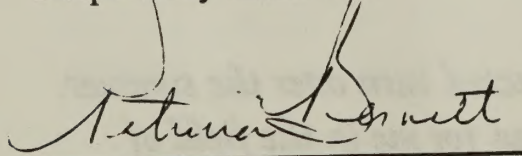
THE LOWEST OF TWO TENDERS SUBMITTED BY LANCING CONSTRUCTION, HAMILTON, FOR RENOVATIONS TO THE WENTWORTH EXHIBITION HALL AND LOBBY AREA AT THE CONVENTION CENTRE AND IN THE TOTAL AMOUNT OF \$109,837.64 INCLUDING ALL APPLICABLE TAXES, BE ACCEPTED; and

THAT FUNDING FOR THIS WORK BE FINANCED FROM CAPITAL WORK-IN-PROGRESS ACCOUNT NO. CF 520029241003 REFURBISH.RENOVATE WENTWORTH EXHIBITION HALL

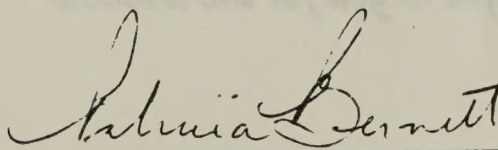
BE APPROVED SUBJECT TO RECEIPT OF A REPORT FROM THE DIRECTOR OF OPERATIONS AND EVENTS DELIVERY IN CONSULTATION WITH THE CENTRAL UTILITIES PLANT WHICH DETAILS THE EFFECTS OF THE FOREGOING PROPOSAL UPON THE AIR/VENTILATION SYSTEM AND OF ANY POTENTIAL FIRE HAZARD WHICH MAY BE CREATED AS A RESULT OF THE INSTALLATION OF THE CEILING TILES.

Note: Report to be circulated at meeting

Respectfully submitted,


Alderman H. Merling, Chairman

to Ald. Merling


Patricia Bennett, Secretary

2

1 Remora Royalway,
Willowdale, Ontario.
M2H 1L2
September 7th, 1993.

Mr. Gabe Macaluso,
Managing Director/ C.E.O.,
Hamilton Entertainment and Convention Facilities, Inc.,
101 York Boulevard,
Hamilton, Ontario.
L8R 3L4

Dear Gabe,

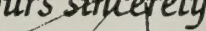
With the 20th anniversary of Hamilton Place taking place in the next few weeks I wanted to add my best wishes for the next twenty years. Although Hamilton Place has had its ups and downs (what organization hasn't these days?) it has made a significant contribution to the cultural life of Hamilton and the region.

The revitalization that has taken place at Hamilton Place over the past several years was long overdue. You of course must take full credit for the advances it has made along with the Board of Directors. You have had your share of challenges to meet and you have done so in a business like manner.

My career path has taken a new and unexpected turn over the summer. An exciting new opportunity has materialized for me in the field of residential property management. I am grateful to you for the window that you opened to make this possible.

Yours sincerely,

Yours sincerely,



Robert Ellison.



The Hamilton Spectator

A Southam Newspaper

44 Frid Street
P.O. Box 300
Hamilton, Ontario L8N 3G3
Telephone (416) 526-3333
Fax (416) 526-1054

August 30, 1993

Ms. Debra Vivien
Promotions and Public Relations Officer
HECFI
10 McNab St. S.
Hamilton, Ontario
L8P 4Y3

Dear ~~Debra~~: *Debra*

Congratulations Debra for being a pioneer!

You are the first advertiser in Canada to take advantage of a Gatefold advertisement in TV Times, Canada's largest circulation magazine.

The creative is outstanding, and I'm sure that your response rate will be exceptional considering the unusual format application.

Gatefold ROP advertisements have been experimented with only recently by clients like Eaton's in Vancouver and The Barn Fruit Markets here in Hamilton, with terrific results for both clients.

Again, congratulations!

Regards

**Dave O'Reilly
Advertising Director**

cc. Dave Weber, Neil Dring



YOUR
INVESTMENT
IN FREE
ENTERPRISE

AUG 27 1993

JUNIOR ACHIEVEMENT
OF HAMILTON/WENTWORTH

48 FERGUSON AVE. S.
HAMILTON, ONTARIO L8N 2M5
TELEPHONE: (416) 525-5343
FAX: (416) 525-9755

Wednesday, August 25, 1993

Mr. Gabe Macaluso
Hamilton Entertainment and
Convention Facilities Inc.
101 York Blvd.
Hamilton, Ontario
L8R 3L4

Dear Mr. Macaluso:

I would like to thank you for your participation and support of our third annual Junior Achievement of Hamilton/Wentworth Golf Classic, which was held at Heron Point Golf Links in June.

With your help and support, we were able to raise more than \$9,500 for Junior Achievement, to assist with our programs to allow us to continue to teach area youth about free enterprise and entrepreneurship.

Your assistance is sincerely appreciated by all of us at Junior Achievement and we look forward to seeing you next year.

Once again, thank you!!

Yours most sincerely:

Mark L. Ekebrecht
Chairman

President, Advertech Group Ltd.

3

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

REGULAR MEETING OF THE BOARD OF DIRECTORS

Friday, August 27, 1993

8:00 a.m.

Hamilton Convention Centre, Albion C

MINUTES

PRESENT:

Mr. W. Tidball, Chairman
Alderman T. Anderson, First Vice Chairman
Mr. F. DeNardis, Second Vice Chairman
Mayor R. Morrow
Alderman B. Charters
Alderman F. Eisenberger
Mrs. M. Dow
Mrs. J. Isbester
Mr. M. Ryder
Mr. C. Nolan
Mr. J. Kujavsky
Mr. G. Kay

ALSO PRESENT:

Mr. G. Macaluso
Mr. J. Leuser
Mr. B. Snetsinger
Mr. B. Calder

GUEST:

Mr. R. Menagh

REGRETS:

Alderman H. Merling
Mr. A. DiIanni

Declaration of Conflict of Interest

Mrs. M. Dow declared a conflict of interest in respect of Item A, Operations Committee Ninth Report of 1993, *Leasing of Portion of Retail Space to The Society of Management Accountants of Canada*. Mrs. Dow is in the employ of The Society of Management Accountants of Canada.

1. Opening Remarks

The Chairman called the meeting to order at 8:05 a.m.

A. Operations Committee Ninth Report of 1993

MOVED by Alderman Anderson, seconded by Mr. Kay that

**THE OPERATIONS COMMITTEE NINTH REPORT BE APPROVED
AND THE FOLLOWING RECOMMENDATION ENDORSED:**

Leasing of Portion of Retail Space to The Society of
Management Accountants of Canada

**THAT SEVEN HUNDRED AND FIFTY (750) SQUARE
FEET OF STORAGE SPACE LOCATED ON THE
RETAIL MALL LEVEL OF COPPS COLISEUM BE
DECLARED SURPLUS TO THE NEEDS OF H.E.C.F.I.;
and**

**THAT THIS SPACE BE MADE AVAILABLE FOR
LEASE BY THE CITY OF HAMILTON PROVIDING
THAT A CLAUSE IS INCORPORATED INTO THE
LEASING AGREEMENT WHICH ALLOWS H.E.C.F.I.
TO REGAIN THIS SPACE IN THE EVENT THAT
SAME IS REQUIRED BY AN N.H.L. FRANCHISE; and**

THAT H.E.C.F.I. REQUEST OF THE CITY OF HAMILTON THE ANNUAL RENTAL REVENUE EARNED AS A RESULT OF LEASING THIS SPACE BE CREDITED TO ACCOUNT NO. 44171 80083 (COPPS COLISEUM - OFFICE RENTAL).

MOTION CARRIED.

B. Finance and Administration Committee Seventh Report of 1993

MOVED by Mr. Ryder, seconded by Mrs. Isbester that

THE FINANCE AND ADMINISTRATION COMMITTEE SEVENTH REPORT OF 1993 BE APPROVED AND THE FOLLOWING RECOMMENDATION BE ENDORSED:

THAT THE FINANCIAL OBLIGATIONS OF H.E.C.F.I. UNDER THE PROVINCIAL SOCIAL CONTRACT LEGISLATION BE MET THROUGH "TIME OFF WORK" WITH THIS TIME BEING MITIGATED BY EARLY RETIREMENTS, EFFICIENCIES AND OTHER APPROPRIATE AREAS LARGELY FOUND WITHIN THE COMPENSATION SECTION OF THE BUDGET.

MOTION CARRIED.

C. Marketing and Sales Committee Second Report of 1993

MOVED by Mrs. Dow, seconded by Mr. DeNardis that

THE RECOMMENDATION CONTAINED IN THE MARKETING AND SALES COMMITTEE SECOND REPORT RESPECTING *COPPS COLISEUM INTERIOR DISPLAY ADVERTISING SALES* BE TABLED.

MOTION CARRIED.

The Chair of the Marketing and Sales Committee reported that the new owners of the Hamilton Canucks have requested additional time to review the proposed agreement.

D. Appointment of H.E.C.F.I. Representative on Tourism and Convention Development Advisory Board

MOVED by Mr. Ryder, seconded by Mr. Kujavsky that

THE ISSUE OF FUTURE H.E.C.F.I. REPRESENTATION ON THE TOURISM AND CONVENTION DEVELOPMENT ADVISORY BOARD AND THE RESIGNATION OF THE C.E.O. FROM THAT BOARD BE REFERRED TO THE FINANCE AND ADMINISTRATION COMMITTEE.

MOTION CARRIED.

2. Correspondence

MOVED by Mr. Ryder, seconded by Mr. Nolan that

CORRESPONDENCE INCLUDED IN THE AGENDA PACKAGE AS ATTACHMENT 2 BE RECEIVED.

MOTION CARRIED.

3. Minutes of Regular Meeting Held July 23, 1993 and Special Meeting Held August 12, 1993

MOVED by Mr. Ryder, seconded by Mr. Nolan that

THE MINUTES OF THE REGULAR MEETING HELD JULY 23, 1993 AND THE SPECIAL MEETING HELD AUGUST 12, 1993 BE APPROVED.

MOTION CARRIED.

4. Business Arising From the Minutes

4.1 Financial Results for the Six Month Period Ended June 30, 1993

MOVED by Mr. Ryder, seconded by Mr. Nolan that

THE FINANCIAL SUMMARY FOR THE SIX MONTH PERIOD ENDED JUNE 30, 1993 BE RECEIVED.

MOTION CARRIED.

It was noted that the six month summary does not reflect any provisions for the possible write-off of accounts receivable due from the Hamilton Philharmonic Orchestra.

5. Private and Confidential

The Board moved into an In-Camera Session at 8:45 a.m. to discuss matters of a private and confidential nature. It was

MOVED by Alderman Charters, seconded by Mr. DeNardis that

THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 8:45 A.M.

MOTION CARRIED.

Mr. Kay left the meeting at 10:00 a.m.

Aldermen Charters and Anderson left the meeting at 10:30 a.m.

Alderman Eisenberger left the meeting at 10:36 a.m.

MOVED by Mr. Nolan, seconded by Mr. Kujavsky that

THE IN-CAMERA SESSION BE ADJOURNED AT 10:55 A.M.

MOTION CARRIED.

The following issues were discussed during the In-Camera Session, voted upon and carried during the public session:

Memorandums of Agreements Between H.E.C.F.I. and I.A.T.S.E. Local 129 Respecting Copps Coliseum and Hamilton Convention Centre

MOVED by Mr. Nolan, seconded by Mr. Ryder that

THE MEMORANDUMS OF AGREEMENTS BETWEEN H.E.C.F.I. AND I.A.T.S.E. LOCAL 129 RESPECTING COPPS COLISEUM AND HAMILTON CONVENTION CENTRE DATED APRIL 30, 1993 AND JULY 12, 1993 RESPECTIVELY, BE APPROVED.

MOTION CARRIED.

Memorandum of Agreement Between H.E.C.F.I. and I.A.T.S.E. Local B-173 - Front-Of-House Union at Hamilton Place

MOVED by Mr. Nolan, seconded by Mr. Ryder that

THE MEMORANDUM OF AGREEMENT BETWEEN H.E.C.F.I. AND I.A.T.S.E. LOCAL B-173 - FRONT-OF-HOUSE UNION AT HAMILTON PLACE DATED AUGUST 17, 1993 BE APPROVED.

MOTION CARRIED.

N.H.L. Neutral Site Games

MOVED by Mrs. Isbester, seconded by Mr. DeNardis that

H.E.C.F.I., IN CONSULTATION WITH THE CITY'S LAW DEPARTMENT, ENTER INTO A CONTRACTUAL AGREEMENT WITH DOUBLE HITCH ENTERPRISES LIMITED (D.H.E.L.) TO CO-PROMOTE THE FOUR N.H.L. NEUTRAL SITE GAMES FOR THE UPCOMING 1993/94 N.H.L. HOCKEY SEASON PROVIDED THAT THE AGREEMENT IS IN ACCORDANCE WITH THE FINANCIAL TERMS AND CONDITIONS OUTLINED IN SCHEDULES A AND C OF MANAGEMENT'S AUGUST 26, 1993 REPORT; and

THAT FAILING THE ABOVE, H.E.C.F.I. ENTER INTO A LICENCE (I.E. RENTAL) AGREEMENT SATISFACTORY TO THE MANAGING DIRECTOR/C.E.O.

MOTION CARRIED.

6. New Business

Nil

7. Other Business

Nil

8. Date of Next Meeting:

Friday, September 24, 1993

8:00 a.m.

Hamilton Convention Centre, Room 314

9. Motion to Adjourn

MOVED by Mrs. Dow, seconded by Mr. Ryder that

THE MEETING BE ADJOURNED AT 11:02 A.M.

MOTION CARRIED.

TAKEN AS READ AND APPROVED

Mr. W. Tidball, Chairman

Patricia Bennett, Secretary

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

SPECIAL MEETING OF THE BOARD OF DIRECTORS

**Thursday, September 2, 1993
8:00 a.m.
Hamilton Convention Centre, Room 314**

MINUTES

PRESENT: Mr. W. Tidball, Chairman
Mr. F. DeNardis, Second Vice Chairman
Alderman F. Eisenberger
Mrs. M. Dow
Mrs. J. Isbester
Mr. A. DiIanni
Mr. C. Nolan
Mr. J. Kujavsky
Mr. M. Ryder
Mr. G. Kay

ALSO PRESENT: Mr. G. Macaluso
Mr. J. Leuser
Mr. B. Calder
Mr. S. Farrauto

GUEST: Mr. R. Menagh, Human Resources

REGRETS: Mayor R. Morrow
Alderman T. Anderson
Alderman B. Charters
Alderman H. Merling

1. Opening Statements

The Chairman thanked everyone for coming to the meeting and called the meeting to order at 8:15 a.m. Congratulations and best wishes were extended to Mr. Jasper Kujavsky who has become the proud father of a nine pound, six ounce baby boy, Alexander. Congratulations were also extended to Mr. A. DiIanni upon the successful outcome of his recent court hearing.

Motion to Move In-Camera

MOVED by Mr. Kay, seconded by Mr. DeNardis that

THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 8:15 A.M.

MOTION CARRIED.

Motion to Move Out of In-Camera

MOVED by Mr. Kujavsky, seconded by Mrs. Dow that

THE IN-CAMERA SESSION BE ADJOURNED AT 8:35 A.M.

MOTION CARRIED.

The following issues were discussed during the In-Camera Session, **moved** and voted upon during the public session:

Memorandum of Settlement Between H.E.C.F.I. and Textile Processors, Service Trades, Health Care, Professional and Technical Employees International Union Local 351

MOVED by Mr. Kay, seconded by Mr. DeNardis that

THE MEMORANDUM OF SETTLEMENT BETWEEN H.E.C.F.I. AND TEXTILE PROCESSORS, SERVICE TRADES, HEALTH CARE, PROFESSIONAL AND TECHNICAL EMPLOYEES INTERNATIONAL UNION LOCAL 351 DATED AUGUST 27, 1993 BE APPROVED.

MOTION CARRIED. Alderman Eisenberger opposed the motion.

The Board formally commended Messrs. Menagh, Macaluso, Leuser and Calder for their efforts and skills during the negotiations of this contract.

Hamilton Philharmonic Orchestra Outstanding Accounts Receivable

MOVED by Mr. Nolan, seconded by Mr. Ryder that

THE H.E.C.F.I. BOARD MOTION CARRIED AT THE AUGUST 12, 1993 SPECIAL BOARD MEETING WHICH INCLUDED THE PROVISIO THAT THE HAMILTON PHILHARMONIC ORCHESTRA MEET SPECIFIC TERMS AND CONDITIONS NO LATER THAN SEPTEMBER 15, 1993 BE RECONSIDERED FOR THE SOLE PURPOSE OF CONSIDERING AN EXTENSION OF THAT SAID DEADLINE.

MOTION CARRIED.

MOVED by Mr. Ryder, seconded by Mr. Nolan that

THE AD HOC COMMITTEE CONSISTING OF THE CHAIRMAN OF THE BOARD, THE CHAIRMAN OF THE FINANCE AND ADMINISTRATION COMMITTEE AND THE CHIEF EXECUTIVE OFFICER STRUCK TO LIAISE WITH REPRESENTATIVES OF THE HAMILTON PHILHARMONIC ORCHESTRA BE AUTHORIZED THE DISCRETION TO EXTEND THE DEADLINE BY WHICH THE HAMILTON PHILHARMONIC ORCHESTRA MUST MEET THE TERMS AND CONDITIONS SET OUT BY THE BOARD'S AUGUST 12, 1993 MOTION FROM SEPTEMBER 15, 1993 TO SEPTEMBER 30, 1993.

MOTION CARRIED. Alderman Eisenberger and Mr. Kay opposed the motion.

Hamilton Place : Antique Piano

The Board was apprised that the ad-hoc committee struck to develop a suitable historical display in which the antique piano could rest has accepted a design. It is a free standing *Victorian Vignette* to be placed across the corner on side stage (where the piano is now located in the Great Hall). It consists of a flat wall with side wings to create the effect of the piano sitting back into a Victorian setting; and will be decorated using Victorian era wallpaper, decorative drapery cornices, tassel fringes and cords and ceiling mouldings. Funding for the project will not exceed \$1600. and those funds are available in the operating budget.

Adjournment

MOVED by Mr. Nolan, seconded by Mr. DiIanni that

THE MEETING BE ADJOURNED AT 8:50 A.M.

MOTION CARRIED.

TAKEN AS READ AND APPROVED

William Tidball, Chairman

Patricia Bennett, Secretary



Hamilton
Entertainment
and Convention
Facilities Inc.

41
01 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

**Financial Summary
For The Seven Month Period Ended July 31, 1993**

Actual Results For The Seven Month Period Ended <u>July 31, 1992</u>		(1) <u>Budget</u>	(2) <u>Actual</u>	(3) Favourable < Unfavourable > <u>Budget Variance</u>
\$3,767,481	Revenue	\$4,147,318	\$3,878,680	\$(268,638)
<u>5,487,929</u>	Expenditures	<u>5,540,696</u>	<u>5,226,115</u>	<u>314,581</u>
	Excess of Expenditures Over Revenue From Operations			
<u>\$1,720,448</u>		<u>\$1,393,378</u>	<u>\$1,347,435</u>	<u>\$ 45,943</u>

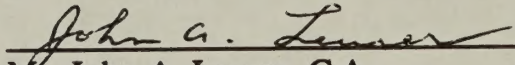
Comments:

HECFI's municipal contribution was under-expended by \$45,943 (see row 3, column 3 above) for the seven month period ended July 31, 1993. This represents an increase of \$10,694 in the previously reported under-expended municipal contribution at June 30, 1993.

The increase of \$10,694 for the month of July, 1993 in the under-expended municipal contribution is primarily the result of the successful run of Cats at Hamilton Place.

However, please note that the financial results for the seven month period ended July 31, 1993 do not reflect any provisions for the possible write-off of any significant receivable accounts and the effects of the Province of Ontario's Social Contract legislation.

Please also note that it is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly, these financial results do not reflect these costs.


Mr. John A. Leuser, C.A.
Director of Finance and Administration

September 16, 1993

the
Attachments

**THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.
CONSOLIDATED STATEMENT OF REVENUE AND EXPENDITURE**

	Annual 1993 Budget	Budgeted Operating Results For The Seven Month Period Ended July 31, 1993	Actual Operating Results For The Seven Month Period Ended July 31, 1993	Favourable/ (Unfavourable) Budget Variance		Actual Operating Results For The Seven Month Period Ended July 31, 1992
	(1)	(2)	(3)	(4)	(5)	(6)
REVENUE						
RENTAL, LICENCE FEES AND SHOW REVENUE	\$1,433,300	\$962,555	\$1,063,047	\$100,492	10.4%	\$947,098
OTHER RENTALS	\$355,580	\$209,087	\$225,859	\$16,772	8.0%	\$219,136
FOOD, BEVERAGE AND CONCESSIONS	\$2,853,660	\$1,566,762	\$1,130,878	(\$435,884)	-27.8%	\$1,282,780
RECOVERIES	\$1,549,950	\$952,720	\$1,025,145	\$72,425	7.6%	\$935,726
BOX OFFICE	\$371,220	\$258,383	\$265,688	\$7,305	2.8%	\$197,482
OTHER	\$323,470	\$197,811	\$168,063	(\$29,748)	-15.0%	\$185,259
TOTAL REVENUE	\$6,887,170	\$4,147,318	\$3,878,680	(\$268,638)	-6.5%	\$3,767,481
EXPENDITURES						
OPERATIONS-ADMINISTRATION	\$234,980	\$137,074	\$127,538	\$9,536	7.0%	\$133,343
FOOD AND BEVERAGE	\$2,581,040	\$1,438,104	\$1,162,593	\$275,511	19.2%	\$1,386,428
EVENTS DELIVERY	\$2,348,550	\$1,412,608	\$1,409,055	\$3,553	0.3%	\$1,379,724
BUILDING OPERATIONS	\$1,411,940	\$797,676	\$763,931	\$33,745	4.2%	\$667,906
MARKETING AND PROMOTION	\$1,315,490	\$736,581	\$789,667	(\$53,086)	-7.2%	\$965,575
ADMINISTRATION-CEO/BOARD	\$355,030	\$207,123	\$202,562	\$4,561	2.2%	\$230,284
FINANCE AND ADMINISTRATION	\$871,810	\$508,564	\$481,166	\$27,398	5.4%	\$492,862
BOX OFFICE	\$427,100	\$259,366	\$246,003	\$13,363	5.2%	\$231,807
PROVISION FOR CAPITAL REPLACEMENT	\$43,600	\$43,600	\$43,600	\$0	0.0%	\$0
TOTAL EXPENDITURES	\$9,589,540	\$5,540,696	\$5,226,115	\$314,581	5.7%	\$5,487,929
EXCESS OF EXPENDITURE OVER REVENUE FROM OPERATIONS	\$2,702,370	\$1,393,378	\$1,347,435	\$45,943	3.3%	\$1,720,448
CONTRIBUTION FROM THE CITY	\$2,702,370	\$1,393,378	\$1,393,378	\$0	0.0%	\$1,644,017
UNDER EXPENDED MUNICIPAL CONTRIBUTION	\$0	\$0	\$45,943	\$45,943	0.0%	(\$76,431)

It is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debt service costs nor with their utility and related overhead charges. Accordingly these financial statements do not reflect the above costs.



**Hamilton
Entertainment
and Convention**

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

MEETING OF THE BOARD OF DIRECTORS

Friday, October 22, 1993

8:00 a.m.

Hamilton Convention Centre, Webster C

101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

ORDER OF BUSINESS

DECLARATION OF CONFLICT OF INTEREST

1. Opening Remarks

ACTION ITEMS

- A. *Operations Committee Tenth Report*

Attachment A

- B. *Finance and Administration Committee Eighth Report*

Attachment B

- C. *Community Dinner : Hamilton Gallery of Distinction
November 17, 1993*

Attachment C

- D. *Community Dinner : B'Nai Brith, February 7, 1994*

Attachment D

INFORMATION ITEMS

2. Correspondence

Attachment 2

3. Minutes of Regular Meeting Held September 24, 1993

Attachment 3

- 3.1 Errors or Omissions
- 3.2 Motion for Approval

4. Business Arising From the Minutes

- 4.1 Financial Results for the Eighth Month
Period Ended August 31, 1993

Attachment 4.1

5. Private and Confidential

- 5.1 Contractual Matters

6. New Business

7. Other Business

8. Date of Next Meeting: *Friday, November 26, 1993
8:00 a.m.*

Hamilton Convention Centre, Room 314

9. Motion to Adjourn

OUTSTANDING BUSINESS

Nil

October 18, 1993

Patricia Bennett

Secretary to the Board of Directors

Hamilton Entertainment and Convention Facilities Inc. manages and operates The Hamilton Convention Centre, Hamilton Place Theatre and Copps Coliseum on behalf of The Corporation of The City of Hamilton

URBAN/MUNICIPAL
CA4 ON HBL V89
A35
1993

U..BAN M
UCF
GOVERNMENT DOCUMENTS
- 1993]



A

OPERATIONS COMMITTEE TENTH REPORT TO THE BOARD

The Operations Committee presents its **TENTH** Report from its meeting held October 13, 1993 and respectfully requests approval of the following:

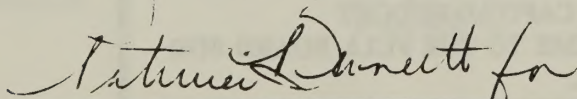
1. Hamilton Place : Exterior Pylon Sign

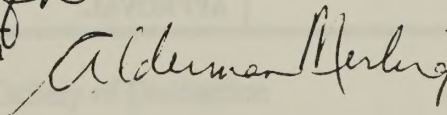
THAT APPROVAL BE SOUGHT FROM THE CITY OF HAMILTON TO ALLOW THE ADDITION OF ADVERTISING PANELS TO THE HAMILTON PLACE EXTERIOR PYLON SIGN.

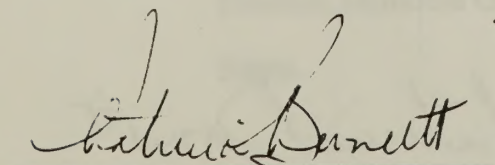
2. Copps Coliseum : Balcony Facia Railings

THAT A CABLING SYSTEM SIMILAR TO THAT USED TO IMPROVE SAFETY IN HAMILTON PLACE BALCONIES BE INSTALLED IN THE FACIA OF THE MEZZANINE SEATING AREA OF COPPS COLISEUM AT A COST NOT TO EXCEED \$7,500.

Respectfully submitted,


Alderman H. Merling, Chairman




Patricia Bennett, Secretary

B

FINANCE AND ADMINISTRATION COMMITTEE EIGHTH REPORT

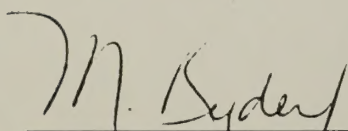
The Finance and Administration Committee presents its **EIGHTH** Report from its meeting held October 14, 1993 and respectfully requests approval of the following:

1. 1994-2003 Capital Budget Programme : Process and Timetable

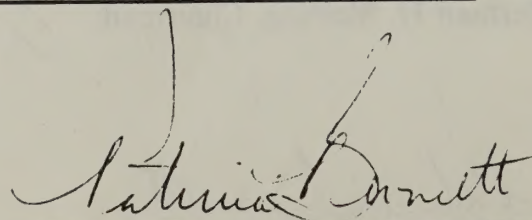
THAT THE PROCESS AND TIMETABLE FOR THE 1994-2003 CAPITAL BUDGET PROGRAMME BE ADOPTED AS FOLLOWS:

NOVEMBER 12, 1993	THE 1994 - 2003 CAPITAL BUDGET PROGRAMME WILL BE FORWARDED TO ALL HECFI BOARD MEMBERS WITH AN INVITATION TO ATTEND AT THEIR OPTION EITHER THE OPERATIONS COMMITTEE MEETING ON NOVEMBER 17, 1993 OR THE FINANCE AND ADMINISTRATION COMMITTEE MEETING ON NOVEMBER 18, 1993.
NOVEMBER 17, 1993	A FULL PRESENTATION OF THE 1994 - 2003 CAPITAL BUDGET PROGRAMME WILL BE MADE TO THE OPERATIONS COMMITTEE FOR THEIR REVIEW AND APPROVAL.
NOVEMBER 18, 1993	A FULL PRESENTATION OF THE 1994 - 2003 CAPITAL BUDGET PROGRAMME WILL BE MADE TO THE FINANCE AND ADMINISTRATION COMMITTEE FOR THEIR REVIEW AND APPROVAL.
NOVEMBER, 1993 BOARD MEETING	THE OPERATIONS COMMITTEE AND THE FINANCE AND ADMINISTRATION COMMITTEE WILL RECOMMEND THE 1994 - 2003 CAPITAL BUDGET PROGRAMME TO THE FULL BOARD FOR APPROVAL.

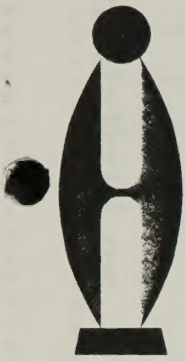
Respectfully submitted,



Marvin Ryder, Chair



Patricia Bennett, Secretary



Hamilton Gallery of Distinction

c/o Vic Hryhorchuk
YMCA of Hamilton/Burlington
79 James Street South
Hamilton, Ontario L8P 2Z1

C

Board of Directors

Executive Committee:

Vic Hryhorchuk
President

Jay Pollack
Vice-President

Marcel Mongeon
Secretary

Margaret Thompson
Treasurer

Dr. Mary Keyes
Past President

Directors:

Frank D'Amico

Ray Harris

Donald Harrison

Darryl Hartwick

Paul Jaggard

Michael Ng

David Seldon

Kevin Smith

Lynda Templeton

October 13, 1993

Ms. Pat Bennett
Copps Coliseum
101 York Boulevard
Hamilton, Ontario
L8R 3L4

Dear Ms. Bennett:

Re: Hamilton Gallery of Distinction

On behalf of the Board of Directors of the Hamilton Gallery of Distinction, I invite you to attend the 1993 Induction Ceremonies and Dinner.

This year we are honouring six prominent citizens whose accomplishments, detailed in the accompanying brochure, have brought renown to our community. Please join us to recognize their contributions on Wednesday, November 17, 1993 at the Hamilton Convention Centre. A reception is scheduled for 6:00 p.m. followed by dinner at 7:00 p.m.

Tickets are \$65 per person; tables of 10 are available for \$600. If you would like to attend, please return the completed tear-off portion of the brochure, along with your cheque, in the enclosed postage-paid envelope.

We look forward to seeing you on the 17th.

Sincerely,

P. R. Jaggard
Director, Hamilton Gallery of Distinction

Encls.

Sir John Hendrie - 1857-1923

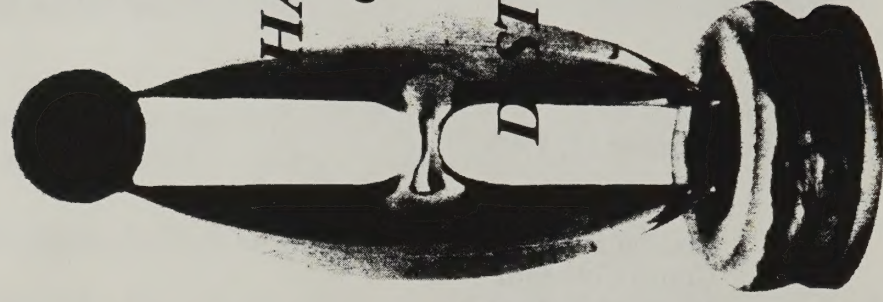
Born in Hamilton; Mayor of Hamilton 1901-1902; represented the riding of Hamilton West in the Ontario Legislature for a period of 12 years after his election in 1902; appointed Lieutenant Governor of Ontario in 1914. Retired in 1919; widely known throughout Canada as a manufacturer, railroad contractor, sportsman and politician; was created a knight bachelor in 1915; held the long service ribbon in the Canadian Militia, and from 1903 to 1909 he was Lieutenant-Colonel commanding the 2nd Brigade, Canadian Field Artillery; Hendrie owned a famous racing stable and won the King's Plate in Toronto in 1910.

John Alexander (Jack) MacDonald - 1927-

Mayor of Hamilton, 1977 to 1980; first elected to City Council in 1949; instrumental in bringing the Grey Cup game to Hamilton in 1972; active in the Hamilton East Kiwanis Club and was named Kiwanian of the Year in 1983; appointed to the National Parole Board in 1984; avid supporter of the Hamilton Tiger Cat Football Club; currently a columnist with the Hamilton Spectator; Hamilton's Citizen of the Year in 1973; plumber by trade.

Claude Saunders Sr. - 1912-

Recognized as the man who put Hamilton's Leander Boat Club on the water; is well known across the country for his tireless efforts on behalf of the sport of rowing; in 1931, raised \$75 so the Leander Clubhouse could be opened; competed in the 1936 Olympics in the "heavy eights"; also a competitor in rowing events at the 1948 Olympics; was president of Leander for 34 years; served as chair of the Royal Canadian Henley Regatta for two dozen years; in 1982, Claude Sr. was inducted into the Canadian Sports Hall of Fame; in 1991, he received the Bryce Taylor Memorial award, marking his over 60 years as a rowing competitor, administrator, organizer and official.



HAMILTON GALLERY OF DISTINCTION

.....an invitation

HAMILTON GALLERY OF DISTINCTION

Dr. Roberta Bondar - Canada's first woman astronaut; part of a six member crew on board the space shuttle "Discovery" for a seven day mission in January/1992; neurologist and associate professor of medicine at Hamilton's McMaster University; has done extensive work with the National Research Council; recipient of the prestigious Vanier Award; received her medical degree at Hamilton's McMaster University; honorary life member of the Canadian Federation of University Women, Girl Guides of Canada, Federation of Medical Women of Canada, Science North, and Zonta International; served on the Ontario Premier's Council on Science and Technology.

Bishop John C. Botwell - 1927- Appointed Canon of Christ's Church Cathedral in Hamilton in 1963; former Bishop of the Anglican Diocese of Niagara (12 years); in 1985 named Anglican Archbishop of Ontario; served in parishes in Oakville, Dundas, Toronto and Vancouver; on retirement in 1991 was elected Chancellor of Trinity College in the University of Toronto; outspoken social activist; community service included Hamilton's Social Planning and Research Council and Ontario's Social Development Council, Hamilton Foundation, United Way; author of three books on the church and its role in society: "Taking Risks and Keeping Faith", "Keeping Faith Day by Day" and "Old Time Religion or Risky Faith?"

William Blair Bruce - 1859-1906 Followed in his father's footsteps (William Bruce) and became a painter; studied in Europe, primarily Paris; to his death he maintained that his work was entirely personal and Canadian; Bruce's favourite subject was his wife; his works are in galleries around the world; The Long Cloud, Sunset in Clouds, The Rag Picker, Moonlight in Canada and The Phantom Hunter are all part of the permanent collection of the Art Gallery of Hamilton; died of "athlete's heart" in 1906 at the age of 47.

1993 Awards Dinner
Wednesday, November 17, 1993

Hamilton Convention Centre

6:00 p.m. Cocktail Reception
7:00 p.m. Dinner

Dress Optional - Formal or Business Attire

The Hamilton Gallery of Distinction Awards Dinner is an important community event which recognizes and honours present and past prominent citizens who have by their accomplishments brought credit to our community. The Gallery holds an annual dinner where tribute is paid to inductees including presentation to them of the prestigious **Hamilton Gallery of Distinction Award** which is shown on the cover of this invitation.

Please join us with your spouse or friend at the ninth annual awards dinner where the following inductees will be honoured:

To: **Hamilton Gallery of Distinction**
c/o Paul Jaggard
Ernst & Young
4th Floor, 100 King Street West
Hamilton, Ontario L8P 1A2

Yes, we will attend the **Hamilton Gallery of Distinction** dinner on November 17th, 1993

Please send _____ tickets at \$65.00 each (including \$4.25 G.S.T.)
_____ table of 10 @ \$600.00 (including \$39.25 G.S.T.)

My cheque for \$ _____ is enclosed

NAME: _____

COMPANY _____

ADDRESS _____

POSTAL CODE _____
G.S.T. # 130023542

TELEPHONE _____

(over)



SPORTS CELEBRITY DINNER

Viceroy Reading Lodge

Number 886, Hamilton, Ontario, Canada
43rd Annual Sports Night - Monday, February 7th, 1994

All correspondence to: Stephen Foster, KMJ Products Ltd., 15 Biggar Avenue, Hamilton, Ontario L8L 3Z3

HONORARY CHAIRMAN
AND FOUNDER
Saul Smurlick

CHAIRMAN
Stephen Foster

COMMITTEE
Gord Zack
Paul Hanover
Leslie Levitt
Cuppy Katz
Sheridan Lax
Jay Rosenblatt
Richard Levy
Jay State
Leslie Lasky
David Katz
Mark Levitt
Ian Yanover
Barry Foster
Marvin Cohen
Jeff Paikin

FORMER
GUEST SPEAKERS

Frank "Pop" Ivy
Jessie Owens
Mel Allan
Jackie Robinson
Lou Groza
Otto Graham
Jim Trimble
Red Grange
Bill Veeck
Leo Durocher
Ara Parseghian
Bob Gibson
Ferguson Jenkins
Woody Hayes
Brooks Robinson
Peter Carelissimo
Rusty Staub
Don Meredith
Joe Paterno
Bob Devaney
Bob Uecker
Dick Williams
John McKay
Pete Rose
John Brodie
Dan Devine
Thurmon Munson
Bo Schembechler
Tom Seaver
Elroy Hirsch
Lou Holtz
Lou Piniella
George Blanda
Sparky Anderson
Fred Akers
Ron Luciano
Gary Carter
Susan Nattress
Cindy Nicholas
Steve Stone
Tom Lasorda
Eddie Robinson
Joe Kapp
Whitey Herzog
Johnny Bench
Franco Harris
Steve Garvey
"Red" Holzman
Joe Theismann
Jon Miller
Ang Mosca
Marty Springstead
Ernie Whitt
Dave Broadfoot
Earl Weaver
Eddie Shack
Shane Conlan
Larry Csonka
Rick Dempsey
Dennis Hull
Brad Park
Rocky Bleier
Derwood Merrill
Larry Barnett
Pat Riley
Denny McLain
Dan Fouts
Eric Gregg
Tony Esposito
Hank Stram
Pat Gillick

HECFI

ATT'N. PAT BENNET
101 York Blvd.
Hamilton, Ontario
L8A 3L4

It is once again, time to say thank you for your attendance at the 1993 B'Nai Brith Sports Celebrity Dinner. Through your support we have been able to make significant contributions over the years to the building funds of our three major Hamilton Hospitals, Ronald McDonald Building Fund, YWCA Building Fund, Shalom Village, Ham-Went. Regional Cancer Clinic and many many more worthwhile local charities.

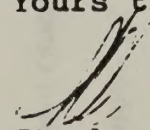
We would like to advise you that the 1994 Dinner will take place Monday, February 7, 1994, at the Hamilton Convention Centre and we look forward to your continuing participation.

As well as honouring our outstanding 1993 High School Athletes of the Year in conjunction with The Hamilton Spectator, we feel we have put together a head table equal to none.

Your committee is working very hard to put the finishing touches to this upcoming event and we look forward to seeing you there again.

For ticket information please contact Cuppy Katz at 528-1787, Gord Zack at 529-1149 or myself at 548-6260. Once again tickets are \$85.00 per person (GST incl.)

Yours truly,


Stephen Foster,
Dinner Chairman

SF/dm
Encls.

1994 B'Nai Brith Sports Celebrity Dinner

Confirmed Head Table Guests for this years' dinner are as follows:

- 1) Art Holst - former NFL referee
- 2) Ron McLean - NHL TV commentator
- 3) Peter Dalla Riva - CFL Hall of Famer

Still awaiting confirmation as Head Table Guests for this years' dinner are as follows:

- 1) Wendel Clark - Toronto Maple Leafs
- 2) Paul Molitor - Toronto Blue Jays
- 3) Joe Carter - Toronto Blue Jays



2
September 22, 1993

ONTARIO TEACHERS
INSURANCE PLAN

RÉGIME D'ASSURANCE DES
ENSEIGNANTES ET DES
ENSEIGNANTS DE L'ONTARIO

OTIP/RAEO Place
125 Northfield Drive West
(Place OTIP / RAE0
125, promenade Northfield ouest)
Waterloo, Ontario
N2L 6K1

OTIP/RAEO Benefits Inc.
(519) 884-1390
1-800-265-6107
FAX (519) 884-8877

OTIP/RAEO Insurance Brokers Inc.
(519) 888-9683
1-800-267-OTIP (6847)
FAX (519) 888-9684

Mr. Gabe Macaluso
Managing Director/CEO
Hamilton Facilities Inc.
Convention Facilities Inc.
101 York Boulevard
HAMILTON, Ontario
L8R 3L4

Dear Mr. Macaluso:

RE: OTIP/RAEO's 4TH ANNUAL CHARITY GOLF CLASSIC

The response to our 4th Annual OTIP/RAEO Charity Golf Classic exceeded our expectations. Between the golf tournament and the celebrity auction, we raised \$30,821.00 to donate to the Hospital for Sick Children Foundation. This brings the total we have donated to "Sick Kids" over the past four years to over \$88,000.00.

We wish to thank you and the H.E.C.F.I. for the two complimentary tickets to the November 18th, N.H.L. hockey game between the Montreal Canadiens and the New York Islanders. Due to generous donations like yours, we raised over \$7,200.00 for "Sick Kids" through the auction alone.

As requested in your letter, the winner of these complimentary tickets is:

Mr. Bob McMane, C.A., Partner
Deloitte & Touche
175 Columbia Street West
WATERLOO, Ontario
N2L 5Z5
(519) 747-3207

OTIP/RAEO
1260 Bay Street
Suite 620
(1260, rue Bay,
bureau 620)
Toronto, Ontario
M5R 2B1
1-800-461-OTIP (6847)

OTIP/RAEO Insurance Brokers Inc.
3080 Yonge Street
Suite 2020
(3080, rue Yonge,
bureau 2020)
Toronto, Ontario
M4N 3N1
1-800-268-OTIP (6847)

OTIP/RAEO
240 Catherine Street
Suite 206
(240, rue Catherine,
bureau 206)
Ottawa, Ontario
K2P 2G8
1-800-668-OTIP (6847)

...2



September 22, 1993
Gabe Macaluso
Page 2

We hope that you will consider contributing to our 5th Annual Charity Golf Classic which will be held on August 26, 1994.

Once again, thank you for your generous support.

Sincerely,

François Tisi

François Tisi
Chief Executive Officer

FT/lb

c: George Dunfield
Bob McMane



hamilton association for community living

191 york blvd.
hamilton, ontario L8R 1Y6

telephone 528-0281
fax 528-5156

October 1, 1993

Mr. Gabe Macaluso
HECFI
101 York Blvd.
Hamilton, Ontario
L8R 3L4

Dear Mr. Macaluso:

Thank You!

You will recall that on September 25, 1993, my wife and I hosted a 1950's dance in memory of our 3 year old daughter Meghan who passed away in June. As difficult as the event was for us, it brought the memory of our daughter alive for all 225 guests in attendance. Needless to say, it was overwhelming. The evening exceeded all our expectations, and we thank you most sincerely.

We are thrilled to announce that \$3,300.00 was raised with the proceeds going to purchase much needed equipment for the Child Development Centre of the Hamilton Association of Community Living. The children you have supported through your contribution are participants of a licensed pre-school program designed for children 2-5 years of age who are diagnosed as having a developmental handicap and who, at present, are unable to be accomodated in a community day nursery setting.

Through your kind donation you became a special sponsor of "In Memory of Meghan" and received recognition as a donor in three venues:

- on the attached printed thank you given to all the guests.
- an acknowledgement at the entrance.
- and a verbal thank you during the evening's festivities.

It was our humble way of extending a special thank you.

Once again, thank you for your support. Thank you for sharing.
Best wishes in the future and again our personal thanks.

Yours Sincerely,

Craig and Robin Starrs
Organizers of "In Memory of Meghan"





MEGHAN STARRS

" A NIGHT IN YOUR MEMORY "



"WE WOULD LIKE TO EXTEND OUR UTMOST THANKS AND APPRECIATION TO THE FOLLOWING GENEROUS SPONSORS FOR MAKING THIS EVENING POSSIBLE"

A & P FOOD STORE	1070 STONE CHURCH RD.E.	HAMILTON
BELLA PASTA	610 RENNIE STREET	HAMILTON
BENI'S CASUAL DINING	225 JOHN ST. S.	HAMILTON
BROWN & COLLETT(OFFICE PRODUCTS)	2365 MATHESON BLVD.	MISSISSAUGA
BUNSMaster BAKERY	1050 UPPER JAMES ST.	HAMILTON
CANADIAN TIRE	601 UPPER GAGE	HAMILTON
CELLULAR CONCEPTS(BELL MOBILITY)	3500 FAIRVIEW ST.	BURLINGTON
COPPS COLISEUM	101 YORK BLVD.	HAMILTON
COUNTRY PLATTER RESTAURANT	534 HWY #53	ANCASTER
THE CRUZADERS CAR CLUB		
THE CRUZERS BAND		
DAN & JAN CRAFTS	875 UPPER WENTWORTH	HAMILTON
DIAMOND BEVERAGES	JOHN ST. N.	HAMILTON
FLAMBOROUGH DOWNS RACETRACK	967 HWY #5	DUNDAS
THE FLIRTATIONS		
FORBIDDEN CITY RESTAURANT	206 KING ST. E.	HAMILTON
FORTINO'S SUPERMARKETS	LIMERIDGE RD. WEST	HAMILTON
GENUINE BAKERY	BARTON ST.	HAMILTON
HAMILTON CANUCKS HOCKEY CLUB	95 YORK BLVD.	HAMILTON
HAMILTON REDBIRDS BASEBALL CLUB	131 JOHN ST. S.	HAMILTON
KAY PENNY FLORIST	CONCESSION ST.	HAMILTON
KELSEY'S RESTAURANT	UPPER JAMES ST.	HAMILTON
McDONALD'S RESTAURANTS	20 RYMAL ROAD EAST	HAMILTON
MINOLTA TOWER CENTRE	6732 OAKES DR.	NIAGARA FALLS
MORRISON ICE LTD.	6 MCKINSTRY	HAMILTON
MURPHY'S POTATO CHIPS	384 MILLEN ROAD	STONEY CREEK
PARON CHEESE CO. LTD.	400 HWY #20 E.	BINBROOK
PEPSI-COLA	255 NEBO ROAD	HAMILTON
ROMA BAKERY	779 BARTON ST. E.	HAMILTON
ROY TIMM PHOTOGRAPHIC ARTS		560-0345
SALERNO CHEESE	21 MORLEY ST.	HAMILTON
SHALIMAR COIFFURE (MICHELE LEE)	REBECCA STREET	HAMILTON
SPRINGER'S MEATS	7 MORLEY ST.	HAMILTON
SWEET PARADISE	630 STONE CHURCH RD.W.	HAMILTON
TAILGATE CHARLIE'S RESTAURANT	69 JOHN ST. S.	HAMILTON
TIM HORTON'S RESTAURANT	KING ST.E. @ CAROLINE	HAMILTON
TOSHIBA-OFFICE PRODUCTS CENTRE	4390 PALETTA COURT	BURLINGTON
ULTRA MART	UPPER JAMES & MOHAWK	HAMILTON
WEIL'S BAKERY	981 KING ST.W.	HAMILTON
YUK YUK'S COMEDY CABARET	JOHN STREET S.	HAMILTON
ZEHR'S COUNTRY FOOD MARKET	54 WILSON ST. W.	ANCASTER

COPY

Marnie Paikin
67 Caroline St. S., PH-1
Hamilton, Ontario L8P 3K6
phone/fax 905-525-9081

2 October 1993

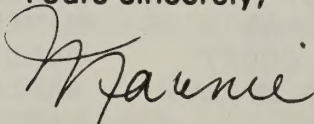
His Worship Mayor Robert Morrow
City Hall
Hamilton, Ontario

Dear Mr. Mayor:

I want to repeat my thanks to you for your considerable efforts which resulted in the very successful 20th Anniversary celebration of Hamilton Place. The spirit of Hamilton Place was alive and well. It was important to remember how much we have accomplished in Hamilton and to encourage us to continue to try to do so.

Little of the day-long series of events would have happened without the commitment of Debra Vivian. She picked up the challenge in that first meeting in your office, and she persevered well beyond the call of duty. Given the way the day unfolded, there was no appropriate opportunity to acknowledge her considerable role, so capably carried out, which resulted in a series of stunningly successful events. I hope you would agree that appropriate congratulations and gratitude should be given to her.

Yours sincerely,

A handwritten signature in cursive script that reads "Marnie".

Marnie Paikin

c.c. Gabe Macaluso

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

REGULAR MEETING OF THE BOARD OF DIRECTORS

Friday, September 24, 1993

8:00 a.m.

Hamilton Convention Centre, Room 314

MINUTES

PRESENT: Mr. W. Tidball, Chairman
Alderman T. Anderson, First Vice Chairman
Mr. F. DeNardis, Second Vice Chairman
Mayor R. Morrow
Alderman B. Charters
Alderman F. Eisenberger
Alderman H. Merling
Mrs. M. Dow
Mrs. J. Isbester
Mr. M. Ryder
Mr. A. DiIanni
Mr. C. Nolan
Mr. J. Kujavsky

ALSO PRESENT: Mr. G. Macaluso
Mr. J. Leuser
Mr. B. Snetsinger
Mr. B. Calder

GUESTS: Mr. P. Barkwell
Mr. B. Sherman, Hamilton Canucks
Mr. P. Hickey, Hamilton Canucks

REGRETS: Mr. G. Kay

1. Opening Remarks

The Chairman called the meeting to order at 8:15 a.m.

A. HCC: Renovations to Wentworth Exhibition Hall and Lobby Area : Acceptance of Tender

MOVED by Mr. Kujavsky, seconded by Mrs. Dow that

THE LOWEST OF TWO TENDERS SUBMITTED BY LANCING CONSTRUCTION, HAMILTON, FOR RENOVATIONS TO THE WENTWORTH EXHIBITION HALL AND LOBBY AREA AT THE CONVENTION CENTRE AND IN THE TOTAL AMOUNT OF \$109,837.64 INCLUDING ALL APPLICABLE TAXES, BE ACCEPTED; and

THAT FUNDING FOR THIS WORK BE FINANCED FROM CAPITAL WORK-IN-PROGRESS ACCOUNT NO. CF 520029241003 REFURBISH/RENOVATE WENTWORTH EXHIBITION HALL.

MOTION CARRIED.

2. Correspondence

MOVED by Mrs. Isbester, seconded by Mr. DeNardis that

CORRESPONDENCE INCLUDED IN THE AGENDA PACKAGE AS ATTACHMENT 2 BE RECEIVED.

MOTION CARRIED.

3. Minutes of Regular Meeting Held August 27, 1993 and Special Meeting Held September 2, 1993

MOVED by Alderman Eisenberger, seconded by Mr. Nolan that

THE MINUTES OF REGULAR MEETING HELD AUGUST 27, 1993 AND SPECIAL MEETING HELD SEPTEMBER 2, 1993 BE APPROVED.

MOTION CARRIED.

4. Business Arising From the Minutes

4.1 Financial Results for the Seven Month Period Ended July 31, 1993

MOVED by Mr. DiIanni, seconded by Mr. Nolan that

THE FINANCIAL SUMMARY FOR THE SEVEN MONTH PERIOD ENDED JULY 31, 1993 BE RECEIVED.

MOTION CARRIED.

5. Private and Confidential

The Board moved into an In-Camera Session at 8:20 a.m. to discuss matters of a private and confidential nature. It was

MOVED by Mr. Kujavsky, seconded by Mrs. Dow that

THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 8:20 A.M.

MOTION CARRIED.

Alderman Charters left the meeting at 9:00 a.m. and returned at 9:50 a.m.

MOVED by Mrs. Isbester, seconded by Mr. Nolan that

THE IN-CAMERA SESSION BE ADJOURNED AT 10:24 A.M.

MOTION CARRIED.

Copps Coliseum Interior Display Advertising Sales

MOVED by Mrs. Isbester, seconded by Mr. Ryder that

NEON PRODUCTS LTD. BE APPOINTED EXCLUSIVE SALES AGENT FOR INTERIOR DISPLAY ADVERTISING SALES AT COPPS COLISEUM FOR A ONE (1) YEAR PERIOD, COMMENCING OCTOBER 1ST, 1993; and

THAT A CONTRACTUAL AGREEMENT BE DEVELOPED IN CONSULTATION WITH THE SOLICITORS FOR THE CITY OF HAMILTON IN ACCORDANCE WITH THE TERMS AND CONDITIONS DETAILED IN MANAGEMENT'S SEPTEMBER 22, 1993 REPORT.

MOTION CARRIED.

MOVED by Mr. Kujavsky, seconded by Mrs. Isbester that

THE IN-CAMERA SESSION BE RECONVENED AT 10:25 A.M.

MOTION CARRIED.

MOVED by Mrs. Isbester, seconded by Mr. Kujavsky that

THE IN-CAMERA SESSION BE ADJOURNED AT 10:40 A.M.

MOTION CARRIED.

Hamilton Philharmonic Orchestra

MOVED by Mrs. Dow, seconded by Mr. Ryder that

THAT THE FOLLOWING PROPOSAL RELATING TO THE HAMILTON PHILHARMONIC ORCHESTRA (HPO) BE APPROVED:

- 1) **THE HPO WILL PROVIDE A PROMISSORY NOTE, BEARING INTEREST AT THE PRIME RATE, FOR THE ACCOUNT RECEIVABLE OUTSTANDING FROM THE 1992-93 SEASON (TOTAL OF \$112,988.33 AT SEPTEMBER 1, 1993);**
- 2) **THE HPO WILL PROVIDE MONTHLY PAYMENTS OF \$2,000.00 (IN THE FORM OF POST-DATED CHEQUES) ON THE PROMISSORY NOTE OUTLINED ABOVE;**
- 3) **FOR THE 1993-94 SEASON, THE HPO WILL PAY ON OR BEFORE THE LAST DAY OF EACH MONTH:**
 - i) **A MINIMUM OF FIFTY PERCENT OF HECFI'S CHARGES INCURRED BY THE HPO RELATING TO THEIR SHOWS WHICH OCCURRED IN THE IMMEDIATELY PRECEDING MONTH;**

- ii) THE REMAINING BALANCE OF HECFI'S CHARGES INCURRED BY THE HPO RELATING TO THEIR SHOWS WHICH OCCURRED TWO MONTHS PREVIOUSLY; AND
- iii) ALL OTHER CHARGES INCLUDING ANY OTHER REQUESTED ITEMS SUCH AS CATERING SERVICES OR ADDITIONAL SPACE RENTAL, I.E. MEETING ROOMS SHALL BE PAID WITHIN 30 DAYS.

FOR GREATER CLARIFICATION, A MINIMUM OF FIFTY PERCENT OF THE CHARGES RELATED TO OCTOBER SHOWS WOULD BE PAID IN NOVEMBER WHILE THE REMAINING BALANCE WOULD BE PAID IN DECEMBER, ETC.;

- 4) THE HPO WILL PROVIDE AN IRREVOCABLE LETTER OF DIRECTION TO THE REGIONAL MUNICIPALITY OF HAMILTON-WENTWORTH (REGION) WHICH WOULD AUTHORIZE HECFI TO RECOVER, DIRECTLY FROM THE MONTHLY GRANT OTHERWISE DUE TO THE HPO, ANY AMOUNTS THAT ARE REQUESTED BY HECFI UPON WRITTEN NOTICE FROM HECFI. THIS LETTER OF DIRECTION SHALL ONLY BE USED TO ENFORCE THE FOREGOING TERMS;

- 5) **SHOULD THE HPO GENERATE A CASH SURPLUS IN EXCESS OF \$50,000.00 IN ANY YEAR, THEN FIFTY PERCENT OF THAT EXCESS WILL BE PAID TO HECFI TO REDUCE THE AMOUNT OWING ON THE PROMISSORY NOTE DESCRIBED IN 1) ABOVE;**
- 6) **THE HPO WILL BE OFFERED THE FOLLOWING CONCESSIONS:**
 - i) **A REDUCTION IN THEIR FRONT-OF-HOUSE COSTS OF APPROXIMATELY \$75.00 PER PERFORMANCE OR \$3,225.00 FOR THE 1993-94 SEASON; AND**
 - ii) **A REDUCTION IN THEIR NOT-FOR-PROFIT LICENCE FEE RATE (I.E. RENTAL RATE FOR THE GREAT HALL) CHARGED FOR PERFORMANCES HELD ON WEEKENDS. THIS WILL SAVE THE HPO APPROXIMATELY \$4,200.00 FOR THE 1993-94 SEASON;**
- 7) **THE HPO WILL PROVIDE MONTHLY FINANCIAL STATEMENTS TO HECFI;**
- 8) **THE HPO WILL OBTAIN, BY OCTOBER 31, 1993, AN AGREEMENT FROM THE REGION THAT THE LATTER ORGANIZATION WILL GUARANTEE FULL PAYMENT OF ALL AMOUNTS OWING ON PAST INDEBTEDNESS AND FUTURE SERVICE BY THE HPO TO HECFI;**

- 9) IN THE EVENT THE GUARANTEE FROM THE REGION NOTED IN 8) ABOVE IS NOT FORTHCOMING BY OCTOBER 31, 1993 THAT THIS MATTER BE REFERRED TO THE CITY'S FINANCE AND ADMINISTRATION COMMITTEE FOR DIRECTION;
- 10) THE ABOVE RECOMMENDATIONS BE FORWARDED TO THE CITY OF HAMILTON FINANCE AND ADMINISTRATION COMMITTEE FOR THEIR INFORMATION.

MOTION CARRIED.

6. New Business

6.1 Membership / Operations Committee

MOVED by Mrs. Dow, seconded by Mr. Ryder that

MR. CAMERON NOLAN BE APPOINTED A MEMBER OF THE OPERATIONS COMMITTEE.

MOTION CARRIED.

7. Other Business

8. Date of Next Meeting

Friday, October 22, 1993

8:00 a.m.

Hamilton Convention Centre, Webster C

9. Adjournment

MOVED by Mrs. Dow, seconded by Mr. Ryder that

THE MEETING BE ADJOURNED AT 10:43 A.M.

MOTION CARRIED.

TAKEN AS READ AND APPROVED

William Tidball, Chairman of the Board

Patricia Bennett, Secretary



101 York Boulevard
Hamilton, Ontario
Canada L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

Financial Summary For The Eight Month Period Ended August 31, 1993

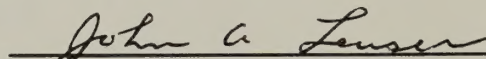
Actual Results For The Eight Month Period Ended <u>August 31, 1992</u>		(1) <u>Budget</u>	(2) <u>Actual</u>	(3) Favourable < Unfavourable > <u>Budget Variance</u>
\$3,950,355	Revenue	\$4,467,753	\$4,218,386	\$(249,367)
<u>6,095,863</u>	Expenditures	<u>6,196,898</u>	<u>5,904,886</u>	<u>292,012</u>
	Excess of Expenditures Over Revenue From Operations			
<u>\$2,145,508</u>		<u>\$1,729,145</u>	<u>\$1,686,500</u>	<u>\$ 42,645</u>

Comments:

HECFI's municipal contribution was under-expended by \$42,645 (see row 3, column 3 above) for the eight month period ended August 31, 1993. This represents a decrease of \$3,298 in the previously reported under-expended municipal contribution at July 31, 1993.

However, please note that the financial results for the eight month period ended August 31, 1993 do not reflect any provisions for the possible write-off of any significant receivable accounts and the effects of the Province of Ontario's Social Contract legislation.

Please also note that it is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly, these financial results do not reflect these costs.


Mr. John A. Leuser, C.A.
Director of Finance and Administration

September 21, 1993

:he
Attachments

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.
CONSOLIDATED STATEMENT OF REVENUE AND EXPENDITURE

	Annual 1993 Budget	Budgeted Operating Results For The eight Month Period Ended August 31 1993	Actual Operating Results For The eight Month Period Ended August 31 1993	Favourable/ (Unfavourable) Budget Variance Amount %		Actual Operating Results For The eight Month Period Ended August 31 1992
	(1)	(2)	(3)	(4)	(5)	(6)
REVENUE						
RENTAL, LICENCE FEES AND SHOW REVENUE	\$1,433,300	\$1,036,176	\$1,139,836	\$103,660	10.0%	\$917,830
OTHER RENTALS	\$355,580	\$226,765	\$243,804	\$17,039	7.5%	\$240,806
FOOD, BEVERAGE AND CONCESSIONS	\$2,853,650	\$1,746,781	\$1,279,516	(\$467,265)	-26.8%	\$1,382,747
RECOVERIES	\$1,549,950	\$983,264	\$1,102,754	\$119,490	12.2%	\$999,284
BOX OFFICE	\$371,220	\$262,450	\$273,830	\$11,380	4.3%	\$205,859
OTHER	\$323,470	\$212,317	\$178,646	(\$33,671)	-15.9%	\$203,829
TOTAL REVENUE	\$6,887,170	\$4,467,753	\$4,218,386	(\$249,367)	-5.6%	\$3,950,355
EXPENDITURES						
OPERATIONS-ADMINISTRATION	\$234,980	\$156,656	\$145,488	\$11,168	7.1%	\$148,619
FOOD AND BEVERAGE	\$2,581,040	\$1,622,800	\$1,383,891	\$238,909	14.7%	\$1,527,859
EVENTS DELIVERY	\$2,348,550	\$1,525,143	\$1,520,475	\$4,668	0.3%	\$1,495,317
BUILDING OPERATIONS	\$1,411,940	\$910,144	\$859,446	\$50,698	5.6%	\$772,071
MARKETING AND PROMOTION	\$1,315,490	\$835,467	\$901,255	(\$65,788)	-7.9%	\$1,078,390
ADMINISTRATION-CEO/BOARD	\$355,030	\$236,712	\$231,312	\$5,400	2.3%	\$258,661
FINANCE AND ADMINISTRATION	\$871,810	\$581,216	\$547,106	\$34,110	5.9%	\$557,905
BOX OFFICE	\$427,100	\$285,160	\$272,313	\$12,847	4.5%	\$257,041
PROVISION FOR CAPITAL REPLACEMENT	\$43,600	\$43,600	\$43,600	\$0	0.0%	\$0
TOTAL EXPENDITURES	\$9,589,540	\$6,196,898	\$5,904,886	\$292,012	4.7%	\$6,095,863
EXCESS OF EXPENDITURE OVER REVENUE FROM OPERATIONS	\$2,702,370	\$1,729,145	\$1,686,500	\$42,645	2.5%	\$2,145,508
CONTRIBUTION FROM THE CITY	\$2,702,370	\$1,729,145	\$1,729,145	\$0	0.0%	\$2,057,044
UNDER EXPENDED MUNICIPAL CONTRIBUTION	\$0	\$0	\$42,645	\$42,645	0.0%	(\$88,464)

It is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly these financial statements do not reflect the above costs.

Handwritten signature

UNITED STATES DEPARTMENT OF COMMERCE
BUREAU OF ECONOMIC ANALYSIS
WASHINGTON, D. C. 20540

Summary of the Third Quarter of 1959

Item	1959	1958	1957	1956	1955	1954	1953	1952	1951	1950
Gross Domestic Product	207,713	194,000	180,000	165,000	150,000	135,000	120,000	105,000	90,000	75,000
Personal Income	145,000	135,000	125,000	115,000	105,000	95,000	85,000	75,000	65,000	55,000
Government Expenditure	45,000	40,000	35,000	30,000	25,000	20,000	15,000	10,000	5,000	0
Net Exports	17,713	19,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000

The following table shows the percentage change in the various items of the summary for the third quarter of 1959 compared with the third quarter of 1958. The percentage change in the total is 6.8%.

Item	1959	1958	1957	1956	1955	1954	1953	1952	1951	1950
Gross Domestic Product	3.5%	2.5%	1.5%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Personal Income	7.4%	7.4%	8.0%	8.7%	9.5%	10.5%	11.5%	12.5%	13.5%	14.5%
Government Expenditure	12.5%	12.5%	12.5%	12.5%	12.5%	12.5%	12.5%	12.5%	12.5%	12.5%
Net Exports	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

The following table shows the percentage change in the various items of the summary for the third quarter of 1959 compared with the third quarter of 1958. The percentage change in the total is 6.8%.

Item	1959	1958	1957	1956	1955	1954	1953	1952	1951	1950
Gross Domestic Product	3.5%	2.5%	1.5%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Personal Income	7.4%	7.4%	8.0%	8.7%	9.5%	10.5%	11.5%	12.5%	13.5%	14.5%
Government Expenditure	12.5%	12.5%	12.5%	12.5%	12.5%	12.5%	12.5%	12.5%	12.5%	12.5%
Net Exports	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%



Hamilton
Entertainment

HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.

MEETING OF THE BOARD OF DIRECTORS

Wednesday, November 24, 1993
12:00 Noon

Hamilton Convention Centre, Room 314

ORDER OF BUSINESS

HECFI Corporate Offices
101 York Blvd.
HAMILTON, ONTARIO
CANADA L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

URBAN/MUNICIPAL

CA4 ON HBL V89
A35
1993

DECLARATION OF CONFLICT OF INTEREST

1. Opening Remarks

ACTION ITEMS

A. Operations Committee Eleventh Report

Attachment A

B. Finance and Administration Committee Ninth Report

Attachment B

INFORMATION ITEMS

2. Correspondence

Attachment 2

3. Minutes of Regular Meeting Held October 22, 1993

Attachment 3

3.1 Errors or Omissions

3.2 Motion for Approval

4. Business Arising From the Minutes

4.1 Financial Results for the Nine Month
Period Ended September 30, 1993

Attachment 4.1

4.2 Cash Management System for Food and
Beverage Concession Operations:
Copps Coliseum

To Be Circulated
At Meeting

5. Private and Confidential

5.1 Contractual Matters

6. New Business

7. Other Business

8. Date of Next Meeting: To Be Announced

9. Motion to Adjourn

URBAN M.

NOV 1993

GOVERNMENT DOCUMENTS

OUTSTANDING BUSINESS

Nil

November 19, 1993

Patricia Bennett

Secretary to the Board of Directors

Handwritten text, possibly a date or reference number, located in the top right corner.

COLLEGE

1910

A

OPERATIONS COMMITTEE ELEVENTH REPORT TO THE BOARD

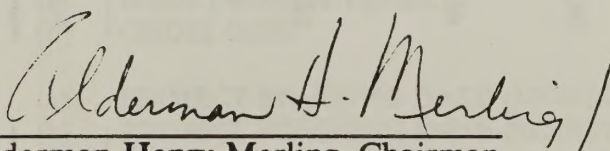
The Operations Committee presents its **ELEVENTH** Report from its meeting held November 17th, 1993 and respectfully requests approval of the following:

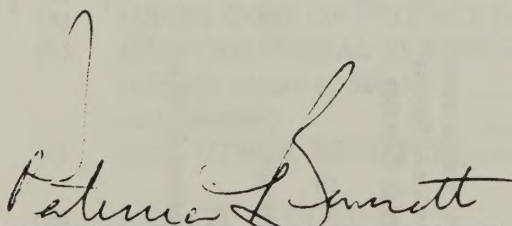
1. 1994 - 2003 Provisional Capital Budget

THE TEN YEAR 1994 - 2003 PROVISIONAL CAPITAL BUDGET BE APPROVED AS AMENDED, EXCLUDING THE ITEM RESPECTING THE HAMILTON PLACE SPRINKLER SYSTEM AND POSTPONING THE SOUND REINFORCEMENT SYSTEM AT HAMILTON PLACE FOR ONE YEAR TO 1995, AND FORWARDED TO THE CITY'S COMMITTEE OF THE WHOLE AND CITY COUNCIL; and

THAT THE ISSUE OF THE HAMILTON PLACE SPRINKLER SYSTEM BE FORWARDED TO THE CITY'S FINANCE AND ADMINISTRATION COMMITTEE.

Respectfully submitted,


Alderman Henry Merling, Chairman


Patricia Bennett, Secretary

HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC. ~ ~ 1994 TO 2003 CAPITAL BUDGET PROGRAMME

Project Description	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003
Replacements and Renovations for Facilities and Equipment	130	120	220	245	375	325	300	230	200	180
HCC : Wentworth Exhibition Hall Renovations	70									
: Carpet Replacement		240								
: Roofing Replacement			350							
Hamilton Place:										
Casual Furniture Replacement	60	60								
Sound Reinforcement System	240									
Retrofit/Refurbish Exterior Signage	230									
Great Hall Seating Replacement		340	200							
Carpet Replacement					225					
Corporate:										
Facility Management System					300	300				
TOTAL	730	760	770	245	900	625	300	230	200	180
Special Item for Separate Consideration -										
Hamilton Place:										
Installation of										
Spotlight System	900									

The Corporation of the City of Hamilton

PROJECT NUMBER _____
(Treasury to complete)

1994-2003 CAPITAL BUDGET
INDIVIDUAL CAPITAL PROJECT SUBMISSION FORM

1. DEPARTMENT/LOCAL BOARD: H.E.C.F.I.
2. PROJECT NAME: Convention Centre - Wentworth Exhibition Hall Renovations
3. DETAILED DESCRIPTION, STATING PURPOSE, TYPE OF PROJECT, LOCATION, ETC.:
Renovations to the sound and lighting systems in the Wentworth Exhibition Hall. Final component of a refurbishing program undertaken to expand the potential uses of this space i.e. banquet events.

4. DEPARTMENTAL PRIORITY ORDER: 1
5. NATURE OF PROJECT:
 - (a) MAINTENANCE OF AN EXISTING PROJECT X
 - (b) HARD SERVICE _____
 - (c) SOFT SERVICE _____
6. PROJECT JUSTIFICATION:
 - (a) STRATEGIC DIRECTION
(Image of the City, Quality of Life, Transportation) X
 - (b) HEALTH/SAFETY/ENVIRONMENT _____
 - (c) LEGISLATED BY SENIOR LEVELS OF GOVERNMENT _____
 - (d) NEEDS ANALYSIS (Demand, Equitable, Cost / Benefit) _____
 - (e) ECONOMIC DEVELOPMENT _____
 - (f) PRODUCE JOBS IN THE PRIVATE SECTOR _____
 - (g) MAINTAIN EXISTING SERVICE
(Roads, Buildings, Other basic infrastructure) X
 - (h) REDUCE ONGOING COST
(Staffing and/or resource requirements) _____
7. FEASIBILITY STUDY:
 - (a) DATE (MONTH-YEAR): _____
 - (b) GROSS COST \$ _____
8.
 - (a) PROJECT STARTING DATE (MONTH-YEAR) June 1994
 - (b) PROJECT FINISHING DATE (MONTH-YEAR): December 1994
9.
 - (a) GROSS COST OF PROJECT In Year-Of-Start Dollars: \$ 70,000.
 - (b) LESS PROVINCIAL SUBSIDIES:
(Identify nature of Subsidy _____
and describe) _____ \$ _____
 - (c) LESS OTHER RECEIPTS (Specify): _____ \$ _____
 - (d) NET CITY'S COST: \$ 70,000.
10. (a) YEAR OF EXPENDITURE:

- 1994 \$ <u>70,000.</u>	- 1999 \$ _____
- 1995 \$ _____	- 2000 \$ _____
- 1996 \$ _____	- 2001 \$ _____
- 1997 \$ _____	- 2002 \$ _____
- 1998 \$ _____	- 2003 \$ _____

11. ESTIMATE PREPARED BY:
(a) PROPERTY DEPARTMENT - ARCHITECTURAL DIVISION

No ☒ Yes ☐

If yes, signature of Manager of Architectural Division

- (b) If no, the basis of assumptions From cost estimates provided previously

12. ADDITIONAL JOBS TO BE CREATED BY PROJECT:

(a) WITHIN THE CITY DEPARTMENTS 0
(b) IN THE COMMUNITY 0

13. ADDITIONAL ANNUAL OPERATING COST IN CURRENT BUDGET:

(a)	FIRST YEAR - DATE (MONTH-YEAR)	<u>Jan. 1995</u>	
(b)	GROSS COST (All Inclusive)		\$ <u>100,000.</u>
(c)	LESS RECOVERY/REVENUE		\$ <u>200,000.</u>
(d)	NET CITY'S COST		(\$ <u>100,000.</u>)
(e)	FOLLOWING YEAR - DATE (MONTH-YEAR)	<u>Jan. 1996</u>	
(f)	GROSS COST (All Inclusive)		\$ <u>100,000.</u>
(g)	LESS RECOVERY/REVENUE		\$ <u>200,000.</u>
(h)	NET CITY'S COST		(\$ <u>100,000.</u>)

NOTE: Includes programming costs, utilities, building and ground maintenance expenses, and all administrative costs.

14. EFFECT OF REDUCTION IN COST, DELAY OR ELIMINATION OF THIS PROJECT:

This space will remain difficult to market and sell for banquet style events. Renovations totalling \$250,000. are presently underway. A commitment was previously made to the Canadian Chamber of Commerce to undertake and complete renovations for the 1995 National Chamber of Commerce Convention.

15. WAS THIS PROJECT IN LAST YEAR'S APPROVED CAPITAL BUDGET?

No ☐ Yes ☐ ; If yes,

(a)	PROJECT NO. (1993-2002 Capital Budget)	<u>156.0 HECFI</u>
(b)	AT CITY'S COST OF	\$ <u>250,000.</u>
(c)	SCHEDULED TO START IN THE YEAR	<u>1994</u>

B. Muldrew
Signature of Department Head/
Local Board Manager
1993 October 19
Date

Sal Macaluso
Signature of C.A.O. CEO
Oct 19/93
Date

16. FUNDING (Treasury Department To Complete):

(a) NATURE OF PROPOSED FINANCING: _____
(b) RESERVE/CAPITAL LEVY FUNDING AVAILABLE:
Yes ☐ No ☐
(c) IF DEBENTURE FINANCING:
(i) ANNUAL DEBENTURE FINANCING COST: \$ _____
(ii) TOTAL CARRYING COST OF RETIRING DEBT: \$ _____

NOTE: Estimates of all building related projects and the related operating cost must be provided by the Architectural Division, Property Department.

The Corporation of the City of Hamilton

PROJECT NUMBER _____
(Treasury to complete)

**1994-2003 CAPITAL BUDGET
INDIVIDUAL CAPITAL PROJECT SUBMISSION FORM**

1. DEPARTMENT/LOCAL BOARD: H.E.C.F.I.
2. PROJECT NAME: Replacements and Renovations for Facilities and Equipment
3. DETAILED DESCRIPTION, STATING PURPOSE, TYPE OF PROJECT, LOCATION, ETC.:
Allowance for various replacements of and renovations to buildings and equipment necessary to ensure that same remains in good and safe state of repair. Allowance is established collectively for the three facilities.

4. DEPARTMENTAL PRIORITY ORDER: 2
5. NATURE OF PROJECT:
 - (a) MAINTENANCE OF AN EXISTING PROJECT X
 - (b) HARD SERVICE _____
 - (c) SOFT SERVICE _____
6. PROJECT JUSTIFICATION:
 - (a) STRATEGIC DIRECTION
(Image of the City, Quality of Life, Transportation) X
 - (b) HEALTH/SAFETY/ENVIRONMENT X
 - (c) LEGISLATED BY SENIOR LEVELS OF GOVERNMENT _____
 - (d) NEEDS ANALYSIS (Demand, Equitable, Cost / Benefit) _____
 - (e) ECONOMIC DEVELOPMENT _____
 - (f) PRODUCE JOBS IN THE PRIVATE SECTOR _____
 - (g) MAINTAIN EXISTING SERVICE
(Roads, Buildings, Other basic infrastructure) X
 - (h) REDUCE ONGOING COST
(Staffing and/or resource requirements) _____
7. FEASIBILITY STUDY:
 - (a) DATE (MONTH-YEAR): _____
 - (b) GROSS COST \$ _____
8.
 - (a) PROJECT STARTING DATE (MONTH-YEAR) April 1994
 - (b) PROJECT FINISHING DATE (MONTH-YEAR): December 2003
9.
 - (a) GROSS COST OF PROJECT In Year-Of-Start Dollars: \$ 2,325,000.
 - (b) LESS PROVINCIAL SUBSIDIES:
(Identify nature of Subsidy _____
and describe) _____ \$ _____
 - (c) LESS OTHER RECEIPTS (Specify): _____ \$ _____
 - (d) NET CITY'S COST: \$ 2,325,000.
10. (a) YEAR OF EXPENDITURE:

- 1994 \$ <u>130,000.</u>	- 1999 \$ <u>325,000.</u>
- 1995 \$ <u>120,000.</u>	- 2000 \$ <u>300,000.</u>
- 1996 \$ <u>220,000.</u>	- 2001 \$ <u>230,000.</u>
- 1997 \$ <u>245,000.</u>	- 2002 \$ <u>200,000.</u>
- 1998 \$ <u>375,000.</u>	- 2003 \$ <u>180,000.</u>

11. ESTIMATE PREPARED BY:
(a) PROPERTY DEPARTMENT - ARCHITECTURAL DIVISION

No X Yes

If yes, signature of Manager of Architectural Division

- (b) If no, the basis of assumptions Based on past history of initial purchase and replacement costs.

12. ADDITIONAL JOBS TO BE CREATED BY PROJECT:

(a) WITHIN THE CITY DEPARTMENTS 0
(b) IN THE COMMUNITY 0

13. ADDITIONAL ANNUAL OPERATING COST IN CURRENT BUDGET:

(a) FIRST YEAR - DATE (MONTH-YEAR) _____
(b) GROSS COST (All Inclusive) \$ 0
(c) LESS RECOVERY/REVENUE \$ _____
(d) NET CITY'S COST \$ 0
(e) FOLLOWING YEAR - DATE (MONTH-YEAR) _____
(f) GROSS COST (All Inclusive) \$ 0
(g) LESS RECOVERY/REVENUE \$ _____
(h) NET CITY'S COST \$ 0

NOTE: Includes programming costs, utilities, building and ground maintenance expenses, and all administrative costs.

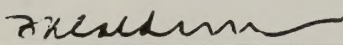
14. EFFECT OF REDUCTION IN COST, DELAY OR ELIMINATION OF THIS PROJECT:

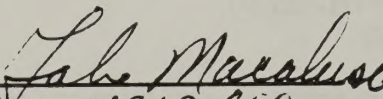
Failing to maintain and replace building components, systems and equipment would result in building and image deterioration, likely to adversely effect HECFI's ability to attract and deliver events.

15. WAS THIS PROJECT IN LAST YEAR'S APPROVED CAPITAL BUDGET?

No Yes X ; If yes,

(a) PROJECT NO. (1993-2002 Capital Budget) 154.1, .2, .3, .4; 155.1, .2, .3, .4, .5, .6
(b) AT CITY'S COST OF \$ 1,995,000.
(c) SCHEDULED TO START IN THE YEAR 1993


Signature of Department Head/
Local Board Manager
1993 October 19
Date


Signature of CAO/CEO
Oct 19/93
Date

16. FUNDING (Treasury Department To Complete):

(a) NATURE OF PROPOSED FINANCING: _____
(b) RESERVE/CAPITAL LEVY FUNDING AVAILABLE:
Yes No
(c) IF DEBENTURE FINANCING:
(i) ANNUAL DEBENTURE FINANCING COST: \$ _____
(ii) TOTAL CARRYING COST OF RETIRING DEBT: \$ _____

NOTE: Estimates of all building related projects and the related operating cost must be provided by the Architectural Division, Property Department.

PROJECT NAME: Replacements of and Renovations to Facilities and Equipment

PROJECT NO.: _____

Facility/Project	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003
A. Convention Centre										
1. casual furniture / furnishings	30					60				
2. banquet chairs/tables		45						40		40
3. domestic hot water tank		25								
4. kitchen equipment			60				50	50		
5. Chedoke Hall				90	90	90				
6. major repairs/renovations	30		30		30		30		30	
SUB TOTAL	60	70	90	90	120	150	80	50	70	40

Facility/Project	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003
<u>B. Hamilton Place</u>										
1. seat wagons/lifts	60									
2. follow spots		75								
3. vinyl flooring				25		25				
4. stage deck					120					
5. stage fly system							80			
6. window retrofit				60	60	60				
7. major repairs/renovations		30		30		30		30	30	30
SUB TOTAL	60	30	75	115	180	115	80	30	30	30
<u>C. Copps Coliseum</u>										
1. catering equipment	10									
2. control booth		20								
3. casual furniture/furnishings			15					50		
4. seating			40			35				40

Facility/Project	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003
<u>C. Copps Coliseum</u> (continued)										
5. lighting control					50		100			50
6. sound system				40	25	25	40	40	60	60
7. exterior signage										
8. major repairs/renovations										
SUBTOTAL	10	20	55	40	75	60	140	150	100	110
GRAND TOTAL	130	120	220	245	375	325	300	230	200	180

PROJECT NUMBER _____
(Treasury to complete)

1994-2003 CAPITAL BUDGET
INDIVIDUAL CAPITAL PROJECT SUBMISSION FORM

1. DEPARTMENT/LOCAL BOARD: H.E.C.F.I.
2. PROJECT NAME: Hamilton Place - Additional Funding for Sound Reinforcement System
3. DETAILED DESCRIPTION, STATING PURPOSE, TYPE OF PROJECT, LOCATION, ETC.:
Replacement of sound reinforcement system, electrical wiring and conduit for the Great Hall at Hamilton Place. Existing system is approximately 20 years old and in need of repair. Approximately \$120,000. remains unexpended from previously approved Capital Budget submissions i.e. 1988 and 1991, relating to this project.
4. DEPARTMENTAL PRIORITY ORDER: 3
5. NATURE OF PROJECT:
 - (a) MAINTENANCE OF AN EXISTING PROJECT X
 - (b) HARD SERVICE _____
 - (c) SOFT SERVICE _____
6. PROJECT JUSTIFICATION:
 - (a) STRATEGIC DIRECTION
(Image of the City, Quality of Life, Transportation) _____
 - (b) HEALTH/SAFETY/ENVIRONMENT _____
 - (c) LEGISLATED BY SENIOR LEVELS OF GOVERNMENT _____
 - (d) NEEDS ANALYSIS (Demand, Equitable, Cost / Benefit) _____
 - (e) ECONOMIC DEVELOPMENT _____
 - (f) PRODUCE JOBS IN THE PRIVATE SECTOR _____
 - (g) MAINTAIN EXISTING SERVICE
(Roads, Buildings, Other basic infrastructure) X
 - (h) REDUCE ONGOING COST
(Staffing and/or resource requirements) _____
7. FEASIBILITY STUDY:
 - (a) DATE (MONTH-YEAR): _____
 - (b) GROSS COST \$ _____
8.
 - (a) PROJECT STARTING DATE (MONTH-YEAR) June 1994
 - (b) PROJECT FINISHING DATE (MONTH-YEAR): August 1994
9.
 - (a) GROSS COST OF PROJECT In Year-Of-Start Dollars: \$ 240,000.
 - (b) LESS PROVINCIAL SUBSIDIES:
(Identify nature of Subsidy _____
and describe) _____ \$ _____
 - (c) LESS OTHER RECEIPTS (Specify): _____ \$ _____
 - (d) NET CITY'S COST: \$ 240,000.
10. (a) YEAR OF EXPENDITURE:

- 1994 \$ <u>240,000.</u>	- 1999 \$ _____
- 1995 \$ _____	- 2000 \$ _____
- 1996 \$ _____	- 2001 \$ _____
- 1997 \$ _____	- 2002 \$ _____
- 1998 \$ _____	- 2003 \$ _____

11. ESTIMATE PREPARED BY:
(a) PROPERTY DEPARTMENT - ARCHITECTURAL DIVISION

No X Yes

If yes, signature of Manager of Architectural Division

- (b) If no, the basis of assumptions Project tendered in June 1993.

12. ADDITIONAL JOBS TO BE CREATED BY PROJECT:

- (a) WITHIN THE CITY DEPARTMENTS 0
(b) IN THE COMMUNITY 0

13. ADDITIONAL ANNUAL OPERATING COST IN CURRENT BUDGET:

- (a) FIRST YEAR - DATE (MONTH-YEAR) _____
(b) GROSS COST (All Inclusive) \$ 0
(c) LESS RECOVERY/REVENUE \$ _____
(d) NET CITY'S COST \$ 0
(e) FOLLOWING YEAR - DATE (MONTH-YEAR) _____
(f) GROSS COST (All Inclusive) \$ 0
(g) LESS RECOVERY/REVENUE \$ _____
(h) NET CITY'S COST \$ 0

NOTE: Includes programming costs, utilities, building and ground maintenance expenses, and all administrative costs.

14. EFFECT OF REDUCTION IN COST, DELAY OR ELIMINATION OF THIS PROJECT:

The house sound reinforcement system is critical to the performance of shows scheduled in the Great Hall. Presently the reliability of this system is questionable; replacement is necessary to ensure trouble free performance.

15. WAS THIS PROJECT IN LAST YEAR'S APPROVED CAPITAL BUDGET?

No X Yes ; If yes,

- (a) PROJECT NO. (1993-2002 Capital Budget) _____
(b) AT CITY'S COST OF \$ _____
(c) SCHEDULED TO START IN THE YEAR _____

[Signature]
Signature of Department Head/
Local Board Manager

1773 October 19

Date

[Signature]
Signature of GAO CEO

Oct 19/93

Date

16. FUNDING (Treasury Department To Complete):

- (a) NATURE OF PROPOSED FINANCING: _____
(b) RESERVE/CAPITAL LEVY FUNDING AVAILABLE:
Yes No
(c) IF DEBENTURE FINANCING:
(i) ANNUAL DEBENTURE FINANCING COST: \$ _____
(ii) TOTAL CARRYING COST OF RETIRING DEBT: \$ _____

NOTE: Estimates of all building related projects and the related operating cost must be provided by the Architectural Division, Property Department.

PROJECT NUMBER _____
(Treasury to complete)

1994-2003 CAPITAL BUDGET
INDIVIDUAL CAPITAL PROJECT SUBMISSION FORM

1. DEPARTMENT/LOCAL BOARD: H.E.C.F.I.
2. PROJECT NAME: Hamilton Place - Retrofit/refurbish exterior sign
3. DETAILED DESCRIPTION, STATING PURPOSE, TYPE OF PROJECT, LOCATION, ETC.:
Retrofit of the exterior sign located adjacent to Hamilton Place. Message centre to be replaced with electronic, lamp based matrix; advertising panels to be incorporated within sign face. Back lighted poster boards and pedestal signs to be installed.
4. DEPARTMENTAL PRIORITY ORDER: 4
5. NATURE OF PROJECT:
 - (a) MAINTENANCE OF AN EXISTING PROJECT X
 - (b) HARD SERVICE _____
 - (c) SOFT SERVICE X
6. PROJECT JUSTIFICATION:
 - (a) STRATEGIC DIRECTION
(Image of the City, Quality of Life, Transportation) X
 - (b) HEALTH/SAFETY/ENVIRONMENT _____
 - (c) LEGISLATED BY SENIOR LEVELS OF GOVERNMENT _____
 - (d) NEEDS ANALYSIS (Demand, Equitable, Cost / Benefit) _____
 - (e) ECONOMIC DEVELOPMENT _____
 - (f) PRODUCE JOBS IN THE PRIVATE SECTOR _____
 - (g) MAINTAIN EXISTING SERVICE
(Roads, Buildings, Other basic infrastructure) X
 - (h) REDUCE ONGOING COST
(Staffing and/or resource requirements) _____
7. FEASIBILITY STUDY:
 - (a) DATE (MONTH-YEAR): _____
 - (b) GROSS COST \$ _____
8.
 - (a) PROJECT STARTING DATE (MONTH-YEAR) April 1994
 - (b) PROJECT FINISHING DATE (MONTH-YEAR): July 1994
9.
 - (a) GROSS COST OF PROJECT In Year-Of-Start Dollars: \$ 230,000.
 - (b) LESS PROVINCIAL SUBSIDIES:
(Identify nature of Subsidy _____
and describe) _____ \$ _____
 - (c) LESS OTHER RECEIPTS (Specify): _____ \$ _____
 - (d) NET CITY'S COST: \$ 230,000.
10. (a) YEAR OF EXPENDITURE:

- 1994 \$ <u>230,000.</u>	- 1999 \$ _____
- 1995 \$ _____	- 2000 \$ _____
- 1996 \$ _____	- 2001 \$ _____
- 1997 \$ _____	- 2002 \$ _____
- 1998 \$ _____	- 2003 \$ _____

11. ESTIMATE PREPARED BY:
(a) PROPERTY DEPARTMENT - ARCHITECTURAL DIVISION

No ☒ Yes ☐

If yes, signature of Manager of Architectural Division

- (b) If no, the basis of assumptions Cost estimate provided by sign contractor.

12. ADDITIONAL JOBS TO BE CREATED BY PROJECT:

(a) WITHIN THE CITY DEPARTMENTS 0
(b) IN THE COMMUNITY 0

13. ADDITIONAL ANNUAL OPERATING COST IN CURRENT BUDGET:

(a)	FIRST YEAR - DATE (MONTH-YEAR)	<u>Jan. 1995</u>	
(b)	GROSS COST (All Inclusive)		\$ <u>30,000.</u>
(c)	LESS RECOVERY/REVENUE		\$ <u>100,000.</u>
(d)	NET CITY'S COST		(\$ <u>70,000.</u>)
(e)	FOLLOWING YEAR - DATE (MONTH-YEAR)	<u>Jan. 1996</u>	
(f)	GROSS COST (All Inclusive)		\$ <u>30,000.</u>
(g)	LESS RECOVERY/REVENUE		\$ <u>100,000.</u>
(h)	NET CITY'S COST		(\$ <u>70,000.</u>)

NOTE: Includes programming costs, utilities, building and ground maintenance expenses, and all administrative costs.

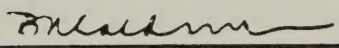
14. EFFECT OF REDUCTION IN COST, DELAY OR ELIMINATION OF THIS PROJECT:

Problems experienced with the reliability of the message centre component of the sign will persist; annual maintenance costs will continue to increase; viable source of revenue will not be realized.

15. WAS THIS PROJECT IN LAST YEAR'S APPROVED CAPITAL BUDGET?

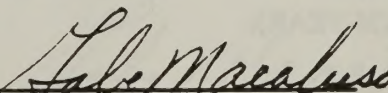
No ☒ Yes ☐ ; If yes,

- (a) PROJECT NO. (1993-2002 Capital Budget) _____
(b) AT CITY'S COST OF \$ _____
(c) SCHEDULED TO START IN THE YEAR _____


Signature of Department Head/
Local Board Manager

1993 October 19

Date


Signature of GAO CEO

Date

16. FUNDING (Treasury Department To Complete):

- (a) NATURE OF PROPOSED FINANCING: _____
(b) RESERVE/CAPITAL LEVY FUNDING AVAILABLE:
Yes ☐ No ☐
(c) IF DEBENTURE FINANCING:
(i) ANNUAL DEBENTURE FINANCING COST: \$ _____
(ii) TOTAL CARRYING COST OF RETIRING DEBT: \$ _____

NOTE: Estimates of all building related projects and the related operating cost must be provided by the Architectural Division, Property Department.

The Corporation of the City of Hamilton

PROJECT NUMBER _____
(Treasury to complete)

**1994-2003 CAPITAL BUDGET
INDIVIDUAL CAPITAL PROJECT SUBMISSION FORM**

1. DEPARTMENT/LOCAL BOARD: H.E.C.F.I.
2. PROJECT NAME: Convention Centre - Roof Replacement
3. DETAILED DESCRIPTION, STATING PURPOSE, TYPE OF PROJECT, LOCATION, ETC.:
By 1996, the Convention Centre's roofing system will require major maintenance i.e. replacement. At fifteen years of age, the roofing system will be approaching its life expectancy.

4. DEPARTMENTAL PRIORITY ORDER: 5
5. NATURE OF PROJECT:
 - (a) MAINTENANCE OF AN EXISTING PROJECT X
 - (b) HARD SERVICE _____
 - (c) SOFT SERVICE _____
6. PROJECT JUSTIFICATION:
 - (a) STRATEGIC DIRECTION
(Image of the City, Quality of Life, Transportation) _____
 - (b) HEALTH/SAFETY/ENVIRONMENT _____
 - (c) LEGISLATED BY SENIOR LEVELS OF GOVERNMENT _____
 - (d) NEEDS ANALYSIS (Demand, Equitable, Cost / Benefit) _____
 - (e) ECONOMIC DEVELOPMENT _____
 - (f) PRODUCE JOBS IN THE PRIVATE SECTOR _____
 - (g) MAINTAIN EXISTING SERVICE
(Roads, Buildings, Other basic infrastructure) X
 - (h) REDUCE ONGOING COST
(Staffing and/or resource requirements) _____
7. FEASIBILITY STUDY:
 - (a) DATE (MONTH-YEAR): _____
 - (b) GROSS COST \$ _____
8.
 - (a) PROJECT STARTING DATE (MONTH-YEAR) May 1996
 - (b) PROJECT FINISHING DATE (MONTH-YEAR): August 1996
9.
 - (a) GROSS COST OF PROJECT In Year-Of-Start Dollars: \$ 350,000.
 - (b) LESS PROVINCIAL SUBSIDIES:
(Identify nature of Subsidy _____
and describe) _____ \$ _____
 - (c) LESS OTHER RECEIPTS (Specify): _____ \$ _____
 - (d) NET CITY'S COST: \$ 350,000.
10. (a) YEAR OF EXPENDITURE:

- 1994 \$ _____	- 1999 \$ _____
- 1995 \$ _____	- 2000 \$ _____
- 1996 \$ <u>350,000.</u>	- 2001 \$ _____
- 1997 \$ _____	- 2002 \$ _____
- 1998 \$ _____	- 2003 \$ _____

11. ESTIMATE PREPARED BY:
(a) PROPERTY DEPARTMENT - ARCHITECTURAL DIVISION

No X Yes

If yes, signature of Manager of Architectural Division

- (b) If no, the basis of assumptions Unit cost estimate

12. ADDITIONAL JOBS TO BE CREATED BY PROJECT:

(a) WITHIN THE CITY DEPARTMENTS 0
(b) IN THE COMMUNITY 0

13. ADDITIONAL ANNUAL OPERATING COST IN CURRENT BUDGET:

(a) FIRST YEAR - DATE (MONTH-YEAR) _____
(b) GROSS COST (All Inclusive) \$ 0
(c) LESS RECOVERY/REVENUE \$ _____
(d) NET CITY'S COST \$ 0
(e) FOLLOWING YEAR - DATE (MONTH-YEAR) _____
(f) GROSS COST (All Inclusive) \$ 0
(g) LESS RECOVERY/REVENUE \$ _____
(h) NET CITY'S COST \$ 0

NOTE: Includes programming costs, utilities, building and ground maintenance expenses, and all administrative costs.

14. EFFECT OF REDUCTION IN COST, DELAY OR ELIMINATION OF THIS PROJECT:

The maintenance of a vital building component will not be adequately provided for.

15. WAS THIS PROJECT IN LAST YEAR'S APPROVED CAPITAL BUDGET?

No Yes X ; If yes,

(a) PROJECT NO. (1993-2002 Capital Budget) 159.0 HECFI
(b) AT CITY'S COST OF \$ 350,000.
(c) SCHEDULED TO START IN THE YEAR 1996

Bruce
Signature of Department Head/
Local Board Manager

1993 October 19

Date

Sal Macaluso
Signature of CAO/CEO

Oct 19/93

Date

16. FUNDING (Treasury Department To Complete):

(a) NATURE OF PROPOSED FINANCING: _____
(b) RESERVE/CAPITAL LEVY FUNDING AVAILABLE:
Yes No
(c) IF DEBENTURE FINANCING:
(i) ANNUAL DEBENTURE FINANCING COST: \$ _____
(ii) TOTAL CARRYING COST OF RETIRING DEBT: \$ _____

NOTE: Estimates of all building related projects and the related operating cost must be provided by the Architectural Division, Property Department.

The Corporation of the City of Hamilton

PROJECT NUMBER _____
(Treasury to complete)

**1994-2003 CAPITAL BUDGET
INDIVIDUAL CAPITAL PROJECT SUBMISSION FORM**

1. DEPARTMENT/LOCAL BOARD: H.E.C.F.I.
2. PROJECT NAME: Hamilton Place - Replacement of Seating, Great Hall
3. DETAILED DESCRIPTION, STATING PURPOSE, TYPE OF PROJECT, LOCATION, ETC.:
Fixed seating in the Great Hall is twenty years old and in need of refurbishing. Upholstery, cushions to be replaced; all worn mechanisms to be refitted; wheelchair seating area to be integrated within permanent, fixed seating area.

4. DEPARTMENTAL PRIORITY ORDER: 7
5. NATURE OF PROJECT:
 - (a) MAINTENANCE OF AN EXISTING PROJECT X
 - (b) HARD SERVICE _____
 - (c) SOFT SERVICE _____
6. PROJECT JUSTIFICATION:
 - (a) STRATEGIC DIRECTION
(Image of the City, Quality of Life, Transportation) X
 - (b) HEALTH/SAFETY/ENVIRONMENT _____
 - (c) LEGISLATED BY SENIOR LEVELS OF GOVERNMENT _____
 - (d) NEEDS ANALYSIS (Demand, Equitable, Cost / Benefit) _____
 - (e) ECONOMIC DEVELOPMENT _____
 - (f) PRODUCE JOBS IN THE PRIVATE SECTOR _____
 - (g) MAINTAIN EXISTING SERVICE
(Roads, Buildings, Other basic infrastructure) X
 - (h) REDUCE ONGOING COST
(Staffing and/or resource requirements) _____
7. FEASIBILITY STUDY:
 - (a) DATE (MONTH-YEAR): _____
 - (b) GROSS COST \$ _____
8.
 - (a) PROJECT STARTING DATE (MONTH-YEAR) June 1995
 - (b) PROJECT FINISHING DATE (MONTH-YEAR): August 1996
9.
 - (a) GROSS COST OF PROJECT In Year-Of-Start Dollars: \$ 540,000.
 - (b) LESS PROVINCIAL SUBSIDIES:
(Identify nature of Subsidy _____
and describe) _____ \$ _____
 - (c) LESS OTHER RECEIPTS (Specify): _____ \$ _____
 - (d) NET CITY'S COST: \$ 540,000.
10. (a) YEAR OF EXPENDITURE:

- 1994 \$ _____	- 1999 \$ _____
- 1995 \$ <u>340,000.</u>	- 2000 \$ _____
- 1996 \$ <u>200,000.</u>	- 2001 \$ _____
- 1997 \$ _____	- 2002 \$ _____
- 1998 \$ _____	- 2003 \$ _____

11. ESTIMATE PREPARED BY:
(a) PROPERTY DEPARTMENT - ARCHITECTURAL DIVISION

No X Yes

If yes, signature of Manager of Architectural Division

- (b) If no, the basis of assumptions Cost estimate/allowance

12. ADDITIONAL JOBS TO BE CREATED BY PROJECT:

- (a) WITHIN THE CITY DEPARTMENTS
(b) IN THE COMMUNITY

0
0

13. ADDITIONAL ANNUAL OPERATING COST IN CURRENT BUDGET:

- (a) FIRST YEAR - DATE (MONTH-YEAR) _____

- (b) GROSS COST (All Inclusive)

\$ 0

- (c) LESS RECOVERY/REVENUE

\$

- (d) NET CITY'S COST

\$ 0

- (e) FOLLOWING YEAR - DATE (MONTH-YEAR) _____

- (f) GROSS COST (All Inclusive)

\$ 0

- (g) LESS RECOVERY/REVENUE

\$

- (h) NET CITY'S COST

\$ 0

NOTE: Includes programming costs, utilities, building and ground maintenance expenses, and all administrative costs.

14. EFFECT OF REDUCTION IN COST, DELAY OR ELIMINATION OF THIS PROJECT:

A vital building component will be allowed to deteriorate, adversely affecting our patron's comfort and enjoyment; and building image and reputation.

15. WAS THIS PROJECT IN LAST YEAR'S APPROVED CAPITAL BUDGET?

No Yes X ; If yes,

- (a) PROJECT NO. (1993-2002 Capital Budget)

158.0 HECFI

- (b) AT CITY'S COST OF

\$ 540,000.

- (c) SCHEDULED TO START IN THE YEAR

1995

Bresnan
Signature of Department Head/
Local Board Manager

1993 October 19

Date

Sal Macaluso
Signature of C.A. & CEO

Oct 19/93

Date

16. FUNDING (Treasury Department To Complete):

- (a) NATURE OF PROPOSED FINANCING: _____

- (b) RESERVE/CAPITAL LEVY FUNDING AVAILABLE:

Yes No

- (c) IF DEBENTURE FINANCING:

- (i) ANNUAL DEBENTURE FINANCING COST:

\$

- (ii) TOTAL CARRYING COST OF RETIRING DEBT:

\$

NOTE: Estimates of all building related projects and the related operating cost must be provided by the Architectural Division, Property Department.

PROJECT NUMBER _____
(Treasury to complete)

1994-2003 CAPITAL BUDGET
INDIVIDUAL CAPITAL PROJECT SUBMISSION FORM

1. DEPARTMENT/LOCAL BOARD: H.E.C.F.I.
2. PROJECT NAME: Convention Centre - Carpet Replacement
3. DETAILED DESCRIPTION, STATING PURPOSE, TYPE OF PROJECT, LOCATION, ETC.:
Replace floor carpeting in corridors, meeting rooms and banquet rooms. Replacement is necessary to improve and update appearance of the Convention Centre.

4. DEPARTMENTAL PRIORITY ORDER: 8
5. NATURE OF PROJECT:
 - (a) MAINTENANCE OF AN EXISTING PROJECT X
 - (b) HARD SERVICE _____
 - (c) SOFT SERVICE _____
6. PROJECT JUSTIFICATION:
 - (a) STRATEGIC DIRECTION
(Image of the City, Quality of Life, Transportation) _____
 - (b) HEALTH/SAFETY/ENVIRONMENT _____
 - (c) LEGISLATED BY SENIOR LEVELS OF GOVERNMENT _____
 - (d) NEEDS ANALYSIS (Demand, Equitable, Cost / Benefit) _____
 - (e) ECONOMIC DEVELOPMENT _____
 - (f) PRODUCE JOBS IN THE PRIVATE SECTOR _____
 - (g) MAINTAIN EXISTING SERVICE
(Roads, Buildings, Other basic infrastructure) X
 - (h) REDUCE ONGOING COST
(Staffing and/or resource requirements) _____
7. FEASIBILITY STUDY:
 - (a) DATE (MONTH-YEAR): _____
 - (b) GROSS COST \$ _____
8.
 - (a) PROJECT STARTING DATE (MONTH-YEAR) June 1995
 - (b) PROJECT FINISHING DATE (MONTH-YEAR): August 1995
9.
 - (a) GROSS COST OF PROJECT In Year-Of-Start Dollars: \$ 240,000.
 - (b) LESS PROVINCIAL SUBSIDIES:
(Identify nature of Subsidy _____
and describe) _____ \$ _____
 - (c) LESS OTHER RECEIPTS (Specify): _____ \$ _____
 - (d) NET CITY'S COST: \$ 240,000.
10. (a) YEAR OF EXPENDITURE:

- 1994 \$ _____	- 1999 \$ _____
- 1995 \$ <u>240,000.</u>	- 2000 \$ _____
- 1996 \$ _____	- 2001 \$ _____
- 1997 \$ _____	- 2002 \$ _____
- 1998 \$ _____	- 2003 \$ _____

11. ESTIMATE PREPARED BY:
(a) PROPERTY DEPARTMENT - ARCHITECTURAL DIVISION

No ☒ Yes ☐

If yes, signature of Manager of Architectural Division

- (b) If no, the basis of assumptions Based on previous carpet replacement cost.

12. ADDITIONAL JOBS TO BE CREATED BY PROJECT:

(a) WITHIN THE CITY DEPARTMENTS 0
(b) IN THE COMMUNITY 0

13. ADDITIONAL ANNUAL OPERATING COST IN CURRENT BUDGET:

(a) FIRST YEAR - DATE (MONTH-YEAR) _____
(b) GROSS COST (All Inclusive) \$ 0
(c) LESS RECOVERY/REVENUE \$ _____
(d) NET CITY'S COST \$ 0
(e) FOLLOWING YEAR - DATE (MONTH-YEAR) _____
(f) GROSS COST (All Inclusive) \$ 0
(g) LESS RECOVERY/REVENUE \$ _____
(h) NET CITY'S COST \$ 0

NOTE: Includes programming costs, utilities, building and ground maintenance expenses, and all administrative costs.

14. EFFECT OF REDUCTION IN COST, DELAY OR ELIMINATION OF THIS PROJECT:

The Convention Centre must continue to improve and update its physical appearance so as to remain competitive with other, newer convention facilities.

15. WAS THIS PROJECT IN LAST YEAR'S APPROVED CAPITAL BUDGET?

No ☒ Yes ☐ ; If yes,

(a) PROJECT NO. (1993-2002 Capital Budget) _____
(b) AT CITY'S COST OF \$ _____
(c) SCHEDULED TO START IN THE YEAR _____

Breun
Signature of Department Head/
Local Board Manager
1993 October 19
Date

Salvatore Macaluso
Signature of CAO/CEO
Oct 19/93
Date

16. FUNDING (Treasury Department To Complete):

(a) NATURE OF PROPOSED FINANCING: _____
(b) RESERVE/CAPITAL LEVY FUNDING AVAILABLE:
Yes ☐ No ☐
(c) IF DEBENTURE FINANCING:
(i) ANNUAL DEBENTURE FINANCING COST: \$ _____
(ii) TOTAL CARRYING COST OF RETIRING DEBT: \$ _____

NOTE: Estimates of all building related projects and the related operating cost must be provided by the Architectural Division, Property Department.

PROJECT NUMBER _____
(Treasury to complete)

1994-2003 CAPITAL BUDGET
INDIVIDUAL CAPITAL PROJECT SUBMISSION FORM

1. DEPARTMENT/LOCAL BOARD: H.E.C.F.I.
2. PROJECT NAME: Hamilton Place - Carpet Replacement
3. DETAILED DESCRIPTION, STATING PURPOSE, TYPE OF PROJECT, LOCATION, ETC.:
Replace floor carpeting in corridors, lounges, meeting rooms and offices. Replacement is necessary to maintain and update appearance of facility.

4. DEPARTMENTAL PRIORITY ORDER: 9
5. NATURE OF PROJECT:
 - (a) MAINTENANCE OF AN EXISTING PROJECT X
 - (b) HARD SERVICE _____
 - (c) SOFT SERVICE _____
6. PROJECT JUSTIFICATION:
 - (a) STRATEGIC DIRECTION
(Image of the City, Quality of Life, Transportation) _____
 - (b) HEALTH/SAFETY/ENVIRONMENT _____
 - (c) LEGISLATED BY SENIOR LEVELS OF GOVERNMENT _____
 - (d) NEEDS ANALYSIS (Demand, Equitable, Cost / Benefit) _____
 - (e) ECONOMIC DEVELOPMENT _____
 - (f) PRODUCE JOBS IN THE PRIVATE SECTOR _____
 - (g) MAINTAIN EXISTING SERVICE
(Roads, Buildings, Other basic infrastructure) X
 - (h) REDUCE ONGOING COST
(Staffing and/or resource requirements) _____
7. FEASIBILITY STUDY:
 - (a) DATE (MONTH-YEAR): _____
 - (b) GROSS COST \$ _____
8.
 - (a) PROJECT STARTING DATE (MONTH-YEAR) June 1998
 - (b) PROJECT FINISHING DATE (MONTH-YEAR): August 1998
9.
 - (a) GROSS COST OF PROJECT In Year-Of-Start Dollars: \$ 225,000.
 - (b) LESS PROVINCIAL SUBSIDIES:
(Identify nature of Subsidy _____
and describe) _____ \$ _____
 - (c) LESS OTHER RECEIPTS (Specify): _____ \$ _____
 - (d) NET CITY'S COST: \$ 225,000.
10. (a) YEAR OF EXPENDITURE:

- 1994 \$ _____	- 1999 \$ _____
- 1995 \$ _____	- 2000 \$ _____
- 1996 \$ _____	- 2001 \$ _____
- 1997 \$ _____	- 2002 \$ _____
- 1998 \$ <u>225,000.</u>	- 2003 \$ _____

11. ESTIMATE PREPARED BY:
(a) PROPERTY DEPARTMENT - ARCHITECTURAL DIVISION

No X Yes

If yes, signature of Manager of Architectural Division

- (b) If no, the basis of assumptions Based on previous carpet replacement cost.

12. ADDITIONAL JOBS TO BE CREATED BY PROJECT:

(a) WITHIN THE CITY DEPARTMENTS 0
(b) IN THE COMMUNITY 0

13. ADDITIONAL ANNUAL OPERATING COST IN CURRENT BUDGET:

(a) FIRST YEAR - DATE (MONTH-YEAR) _____
(b) GROSS COST (All Inclusive) \$ 0
(c) LESS RECOVERY/REVENUE \$
(d) NET CITY'S COST \$ 0
(e) FOLLOWING YEAR - DATE (MONTH-YEAR) _____
(f) GROSS COST (All Inclusive) \$ 0
(g) LESS RECOVERY/REVENUE \$
(h) NET CITY'S COST \$ 0

NOTE: Includes programming costs, utilities, building and ground maintenance expenses, and all administrative costs.

14. EFFECT OF REDUCTION IN COST, DELAY OR ELIMINATION OF THIS PROJECT:

General appearance of the facility must be maintained and/or improved so as to remain competitive with other facilities.

15. WAS THIS PROJECT IN LAST YEAR'S APPROVED CAPITAL BUDGET?

No X Yes ; If yes,

(a) PROJECT NO. (1993-2002 Capital Budget) _____
(b) AT CITY'S COST OF \$ _____
(c) SCHEDULED TO START IN THE YEAR _____

B. J. ...
Signature of Department Head/
Local Board Manager
1993 October 19
Date

John Macaluso
Signature of G.A.O. CEO
Oct 19/93
Date

16. FUNDING (Treasury Department To Complete):

(a) NATURE OF PROPOSED FINANCING: _____
(b) RESERVE/CAPITAL LEVY FUNDING AVAILABLE:
Yes No
(c) IF DEBENTURE FINANCING:
(i) ANNUAL DEBENTURE FINANCING COST: \$ _____
(ii) TOTAL CARRYING COST OF RETIRING DEBT: \$ _____

NOTE: Estimates of all building related projects and the related operating cost must be provided by the Architectural Division, Property Department.

PROJECT NUMBER _____
(Treasury to complete)

1994-2003 CAPITAL BUDGET
INDIVIDUAL CAPITAL PROJECT SUBMISSION FORM

1. DEPARTMENT/LOCAL BOARD: H.E.C.F.I.
2. PROJECT NAME: Facility Management System (FMS)
3. DETAILED DESCRIPTION, STATING PURPOSE, TYPE OF PROJECT, LOCATION, ETC.:
This system will automate the Convention Centre, Hamilton Place and Copps Coliseum reservation, event management and settlement procedures. Please note that funding for this project has been previously approved in prior Capital Budget Program submissions. However, staff have recommended that this project be deferred until 1998 and 1999; consequently the funding previously approved will be returned to HECFI's Reserve for Capital Projects.
4. DEPARTMENTAL PRIORITY ORDER: 10
5. NATURE OF PROJECT:
 - (a) MAINTENANCE OF AN EXISTING PROJECT _____
 - (b) HARD SERVICE _____
 - (c) SOFT SERVICE X
6. PROJECT JUSTIFICATION:
 - (a) STRATEGIC DIRECTION
(Image of the City, Quality of Life, Transportation) _____
 - (b) HEALTH/SAFETY/ENVIRONMENT _____
 - (c) LEGISLATED BY SENIOR LEVELS OF GOVERNMENT _____
 - (d) NEEDS ANALYSIS (Demand, Equitable, Cost / Benefit) X
 - (e) ECONOMIC DEVELOPMENT X
 - (f) PRODUCE JOBS IN THE PRIVATE SECTOR _____
 - (g) MAINTAIN EXISTING SERVICE
(Roads, Buildings, Other basic infrastructure) _____
 - (h) REDUCE ONGOING COST
(Staffing and/or resource requirements) _____
7. FEASIBILITY STUDY:
 - (a) DATE (MONTH-YEAR): April 1, 1992
 - (b) GROSS COST \$ 27,200.
8.
 - (a) PROJECT STARTING DATE (MONTH-YEAR) April 1998
 - (b) PROJECT FINISHING DATE (MONTH-YEAR): December 1999
9.
 - (a) GROSS COST OF PROJECT In Year-Of-Start Dollars: \$ 600,000.
 - (b) LESS PROVINCIAL SUBSIDIES:
(Identify nature of Subsidy _____
and describe) _____ \$ 0
 - (c) LESS OTHER RECEIPTS (Specify): _____ \$ 0
 - (d) NET CITY'S COST: \$ 600,000.
10. (a) YEAR OF EXPENDITURE:

- 1994 \$ _____	- 1999 \$ <u>300,000.</u>
- 1995 \$ _____	- 2000 \$ _____
- 1996 \$ _____	- 2001 \$ _____
- 1997 \$ _____	- 2002 \$ _____
- 1998 \$ <u>300,000.</u>	- 2003 \$ _____

11. ESTIMATE PREPARED BY:

(a) PROPERTY DEPARTMENT - ARCHITECTURAL DIVISION

No X Yes

If yes, signature of Manager of Architectural Division

(b) If no, the basis of assumptions Projected previously costed through Request for Proposal process in 1993.

12. ADDITIONAL JOBS TO BE CREATED BY PROJECT:

(a) WITHIN THE CITY DEPARTMENTS

0

(b) IN THE COMMUNITY

- 0

13. ADDITIONAL ANNUAL OPERATING COST IN CURRENT BUDGET:

(a) FIRST YEAR - DATE (MONTH-YEAR)

Jan. 2000

(b) GROSS COST (All Inclusive)

\$ 110,000.

(c) LESS RECOVERY/REVENUE

\$ 37,500.

(d) NET CITY'S COST

\$ 72,500.

(e) FOLLOWING YEAR - DATE (MONTH-YEAR)

Jan. 2001

(f) GROSS COST (All Inclusive)

\$ 110,000.

(g) LESS RECOVERY/REVENUE

\$ 37,500.

(h) NET CITY'S COST

\$ 72,500.

NOTE: Includes programming costs, utilities, building and ground maintenance expenses, and all administrative costs.

14. EFFECT OF REDUCTION IN COST, DELAY OR ELIMINATION OF THIS PROJECT:

This system is required for HECFI to remain competitive. Without it inefficiencies may result which will adversely effect customer service.

15. WAS THIS PROJECT IN LAST YEAR'S APPROVED CAPITAL BUDGET?

No Yes X ; If yes,

(a) PROJECT NO. (1993-2002 Capital Budget)

153.0 HECFI

(b) AT CITY'S COST OF

\$ 270,000.

(c) SCHEDULED TO START IN THE YEAR

1993

Note: See Section 3 above for an explanation.

Signature of Department Head/
Local Board Manager

Date

Signature of E.A. & C.E.C.

Date

16. FUNDING (Treasury Department To Complete):

(a) NATURE OF PROPOSED FINANCING:

(b) RESERVE/CAPITAL LEVY FUNDING AVAILABLE:

Yes No

(c) IF DEBENTURE FINANCING:

(i) ANNUAL DEBENTURE FINANCING COST:

\$

(ii) TOTAL CARRYING COST OF RETIRING DEBT:

\$

NOTE: Estimates of all building related projects and the related operating cost must be provided by the Architectural Division, Property Department.

PROJECT NUMBER _____
(Treasury to complete)

1994-2003 CAPITAL BUDGET
INDIVIDUAL CAPITAL PROJECT SUBMISSION FORM

1. DEPARTMENT/LOCAL BOARD: H.E.C.F.I.
2. PROJECT NAME: Hamilton Place - Sprinkler System
3. DETAILED DESCRIPTION, STATING PURPOSE, TYPE OF PROJECT, LOCATION, ETC.:
Installation of sprinkler system in all public and office areas of the facility. Presently, the building is not
sprinkler protected in any area; the Hamilton Fire Department has strongly recommended that this project
be undertaken.
4. DEPARTMENTAL PRIORITY ORDER: Requested by Hamilton Fire Department
5. NATURE OF PROJECT:
 - (a) MAINTENANCE OF AN EXISTING PROJECT _____
 - (b) HARD SERVICE X
 - (c) SOFT SERVICE _____
6. PROJECT JUSTIFICATION:
 - (a) STRATEGIC DIRECTION
(Image of the City, Quality of Life, Transportation) _____
 - (b) HEALTH/SAFETY/ENVIRONMENT X
 - (c) LEGISLATED BY SENIOR LEVELS OF GOVERNMENT _____
 - (d) NEEDS ANALYSIS (Demand, Equitable, Cost / Benefit) _____
 - (e) ECONOMIC DEVELOPMENT _____
 - (f) PRODUCE JOBS IN THE PRIVATE SECTOR _____
 - (g) MAINTAIN EXISTING SERVICE
(Roads, Buildings, Other basic infrastructure) _____
 - (h) REDUCE ONGOING COST
(Staffing and/or resource requirements) _____
7. FEASIBILITY STUDY:
 - (a) DATE (MONTH-YEAR): _____
 - (b) GROSS COST \$ _____
8.
 - (a) PROJECT STARTING DATE (MONTH-YEAR) June 1994
 - (b) PROJECT FINISHING DATE (MONTH-YEAR): December 1994
9.
 - (a) GROSS COST OF PROJECT In Year-Of-Start Dollars: \$ 900,000.
 - (b) LESS PROVINCIAL SUBSIDIES:
(Identify nature of Subsidy _____
and describe) _____ \$ _____
 - (c) LESS OTHER RECEIPTS (Specify): _____ \$ _____
 - (d) NET CITY'S COST: \$ 900,000.
10. (a) YEAR OF EXPENDITURE:

- 1994 \$ <u>900,000.</u>	- 1999 \$ _____
- 1995 \$ _____	- 2000 \$ _____
- 1996 \$ _____	- 2001 \$ _____
- 1997 \$ _____	- 2002 \$ _____
- 1998 \$ _____	- 2003 \$ _____

11. ESTIMATE PREPARED BY:

(a) PROPERTY DEPARTMENT - ARCHITECTURAL DIVISION

No ☐ Yes ☒

If yes, signature of Manager of Architectural Division

(b) If no, the basis of assumptions _____

12. ADDITIONAL JOBS TO BE CREATED BY PROJECT:

(a) WITHIN THE CITY DEPARTMENTS

0
0

(b) IN THE COMMUNITY

13. ADDITIONAL ANNUAL OPERATING COST IN CURRENT BUDGET:

(a) FIRST YEAR - DATE (MONTH-YEAR) _____

(b) GROSS COST (All Inclusive)

\$ 0

(c) LESS RECOVERY/REVENUE

\$ _____

(d) NET CITY'S COST

\$ 0

(e) FOLLOWING YEAR - DATE (MONTH-YEAR) _____

(f) GROSS COST (All Inclusive)

\$ 0

(g) LESS RECOVERY/REVENUE

\$ _____

(h) NET CITY'S COST

\$ 0

NOTE: Includes programming costs, utilities, building and ground maintenance expenses, and all administrative costs.

14. EFFECT OF REDUCTION IN COST, DELAY OR ELIMINATION OF THIS PROJECT:

Presently, a sprinkler system required for fire protection of the facility is not provided. Such a system has been recommended to be included within the Capital Budget by the Hamilton Fire Department.

15. WAS THIS PROJECT IN LAST YEAR'S APPROVED CAPITAL BUDGET?

No ☒ Yes ☐ ; If yes,

(a) PROJECT NO. (1993-2002 Capital Budget) _____

(b) AT CITY'S COST OF

\$ _____

(c) SCHEDULED TO START IN THE YEAR _____

[Signature]
Signature of Department Head/
Local Board Manager

1993 October 19

Date

[Signature]
Signature of E.A.O. CEO

Date

16. FUNDING (Treasury Department To Complete):

(a) NATURE OF PROPOSED FINANCING: _____

(b) RESERVE/CAPITAL LEVY FUNDING AVAILABLE:

Yes ☐ No ☐

(c) IF DEBENTURE FINANCING:

(i) ANNUAL DEBENTURE FINANCING COST:

\$ _____

(ii) TOTAL CARRYING COST OF RETIRING DEBT:

\$ _____

NOTE: Estimates of all building related projects and the related operating cost must be provided by the Architectural Division, Property Department.

HAMILTON FIRE DEPARTMENT

MEMORANDUM

TO: Mr. G. Macaluso
Managing Director/Chief Executive Officer
H.E.C.F.I.

FROM: G. H. Smith
Acting Chief
Hamilton Fire Department

PHONE: 546-3342

SUBJECT: **1994 CAPITAL BUDGET
SPRINKLER SYSTEMS
CIVIC FACILITIES**

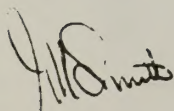
DATE: 1993 September 7

Hamilton Place is a major public building not presently equipped with a sprinkler system.

A capital project was submitted by H.E.C.F.I. in 1991 for the public areas of Hamilton Place at an estimated cost of \$840,000. This project, along with many others, was deleted or deferred by Management Team during the budget process.

Appreciably, there are numerous important capital budget projects that must be delayed, especially in these difficult economic times. In the continuing interest of public safety, I am requesting that capital projects be submitted for the installation of a sprinkler system in Hamilton Place, for consideration during this year's capital budget process.

Thank you for your anticipated cooperation.



GHS/so

cc J. Pavelka, Chief Administrative Officer

B

FINANCE AND ADMINISTRATION COMMITTEE NINTH REPORT

The Finance and Administration Committee presents its **NINTH** Report from its meeting held November 18, 1993 and respectfully requests approval of the following:

1. 1994 Operating Budget Process and Timetable

THE FOLLOWING 1994 OPERATING BUDGET PROCESS AND TIMETABLE BE APPROVED:

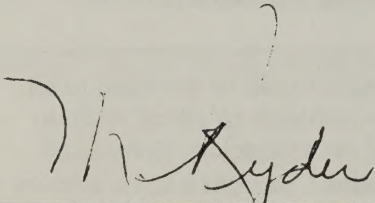
1994 OPERATING BUDGET PROCESS AND TIMETABLE FOR HECFI

January 13, 1994	The 1994 Marketing Plan, including the 1994 operating budget estimates for revenues and marketing expenditures, would be forwarded to all HECFI Board members with an invitation to attend at their option the regularly scheduled Marketing and Sales Committee meeting on January 20, 1994.
January 20, 1994 Marketing & Sales Committee Meeting	A full presentation of the 1994 Marketing Plan, including the 1994 operating budget estimates for revenues and marketing expenditures, would be made to the Marketing and Sales Committee for their review and recommendation to the HECFI Board which would meet on January 28, 1994.
January 28, 1994 Regular HECFI Board Meeting	The Marketing and Sales Committee would recommend the 1994 Marketing Plan, including the 1994 operating budget estimates for revenue and marketing expenditures to the HECFI Board for approval.
January 28, 1994	The 1994 HECFI Operating Budget would be provided to all HECFI Board members with an invitation to attend at their option a special joint meeting of the Operations Committee and the Finance and Administration Committee to be held on February 2, 1994.
February 2, 1994 Special Joint Meeting of the Operations Committee and the Finance and Administration Committee	A full presentation of the 1994 HECFI Operating Budget would be made to a special joint meeting of the Operations Committee and the Finance and Administration Committee for their review and recommendation to the HECFI Board which would meet on February 11, 1994.
February 11, 1994 Special HECFI Board Meeting	The Operations Committee and the Finance and Administration Committee would recommend the 1994 HECFI Operating Budget to the full Board for approval.

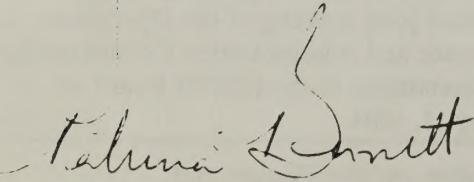
2. 1994-2003 Provisional Capital Budget

THE FINANCE AND ADMINISTRATION COMMITTEE, UPON REVIEW OF THE OPERATIONS COMMITTEE RECOMMENDATION RESPECTING THE 1994-2003 PROVISIONAL CAPITAL BUDGET (That the ten year 1994 - 2003 Provisional Capital Budget be approved as amended, excluding the item respecting the Hamilton Place Sprinkler System and postponing the Sound Reinforcement System at Hamilton Place for one year to 1995, and forwarded to the City's Committee of the Whole and City Council; and that the issue of the Hamilton Place Sprinkler System be forwarded to the City's Finance and Administration Committee), RECOMMENDS THAT THE FINANCING OF THE TEN YEAR PROVISIONAL BUDGET BE APPROVED.

Respectfully submitted,

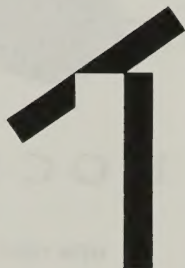


Marvin Ryder, Chair



Patricia Bennett, Secretary

2



October 28, 1993

Mr. Gabe Macaluso, Managing Director/CEO
Hamilton Entertainment and Convention Facilities Inc.
c/o Hamilton Convention Centre
115 King Street West, Second Floor
Hamilton, Ontario
L8P 4T9

Dear Mr. Macaluso:

Thank you so very much for your generous support of our *Purrfectly Magical Toy Auction*. Your kind donation of space for the *Auction* ensured that we would be able to realize a profit for both the Art Gallery of Hamilton and Ronald McDonald House.

And your donation of a box for Disney on Ice was purrfect for the *Auction*! Needless to say, that item was grabbed by a happy bidder.

We would also like to take the opportunity to commend you for the excellent service rendered by your staff. John Mitchell and Robin McGinlay could not have been more helpful, and it was a pleasure dealing with them. They both combine a high level of professionalism with friendly and courteous assistance.

On the evening of the *Toy Auction*, your security staff, the chef, and the ladies in the kitchen were all very helpful.

Once again, we would like to thank you for your generosity in helping to make *A Purrfectly Magical Toy Auction* a great success.

Best regards,

Ed Shaker, President
Art Gallery of Hamilton

Natalie Muryn, President
Ronald McDonald House



NATIONAL HOCKEY LEAGUE

MONTREAL

NEW YORK

TORONTO

November 2, 1993

Mrs. Karen Dowhan
Hospitality Sales Executive
Hamilton Entertainment & Convention Facilities Inc.
Marketing and Sales
c/o Hamilton Convention Centre
115 King Street West, 2nd Floor
Hamilton, Ontario
L8P 4T9

Dear Karen:

I remember the first walk around the Hamilton Convention Centre and Copps Coliseum with you and a member of the H.E.C.F.I. staff during the summer of '93.

Planning was underway for the 1993/94 N.H.L. Officials' Training Camp and the tour solidified the location. The Hamilton facilities were first class in every way. The co-operation of yourself and all members of the Convention Centre and Copps Coliseum was above and beyond my expectation and that of the entire staff of the National Hockey League.

Copps Coliseum staff went out of the way to assist the Officials. Certain elements not discussed by you and I were thought of by the Copps staff and made the Officials very much at home. The meeting space at Copps Coliseum fit our needs and enabled a small group to be very productive.

The Convention facility was set in the detail requested and modified if required. The ability to walk from Copps Coliseum to the Convention Center, via the Sheraton, our home for the stay, was a big boost to the morale of the Officials.

I would be remiss if I personally did not thank you for all of your co-operation and insistence to detail in the initial planning. While we were in Hamilton your daily attention to our needs was greatly appreciated by entire Officiating Team.

The enclosed picture will serve to remind you of the Officials of the National Hockey League and the appreciation they have for Hamilton, and in particular Copps Coliseum and the Convention Centre.

At an appropriate time, the future of the National Hockey League Officials' Training Camp should be discussed.

Sincerely,

Bryan Lewis,
Director of Officiating

BL/kr

Encl

TORONTO OFFICE

75 INTERNATIONAL BOULEVARD, SUITE 300, REXDALE, ONTARIO M9W 6L9, (416) 798-0809, FAX (416) 798-0819

Mayor's Race Relations Committee

1993 November 9

Dear Friends:

Re: 1993 Mayor's Race Relations Awards
Evening - "Tribute to Excellence"

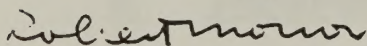
The Mayor's Race Relations Committee cordially invites you to join in celebrating the theme "Tribute to Excellence" at the Fifth Annual Race Relations Award Evening to be held at the Royal Connaught Hotel, Hamilton, on Friday, December 10, 1993 at 7:00 p.m.

The evening will include Buffet, Entertainment, Award Presentations and a Feature Address by Maryka Omatsu, a Provincial Judge, Human Rights Advocate, Environmentalist and Writer.

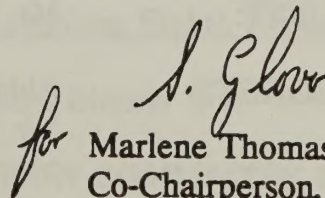
Tickets, at a cost of \$15.00 (GST included), will be available until December 3 by contacting Contempra Office Services, 193 James Street South, Hamilton, L8P 3A8, Tel. 527-5651. Cheques should be made payable to the Mayor's Race Relations Committee.

The Mayor's Race Relations Committee feels sure that your presence will contribute greatly towards the growth of positive Race Relations in our community and looks forward to having you present on this occasion.

Yours truly,



Mayor Robert M. Morrow,
Chairperson,
Mayor's Race Relations Committee



for Marlene Thomas Osbourne,
Co-Chairperson,
Mayor's Race Relations Committee

3.

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

REGULAR MEETING OF THE BOARD OF DIRECTORS

**Friday, October 22, 1993
8:00 a.m.**

Hamilton Convention Centre, Webster C

MINUTES

PRESENT:

Mr. W. Tidball, Chairman
Alderman T. Anderson, First Vice-Chairman
Mr. F. DeNardis, Second Vice-Chairman
Mayor R. Morrow
Alderman B. Charters
Alderman F. Eisenberger
Mrs. M. Dow
Mrs. J. Isbester
Mr. C. Nolan
Mr. J. Kujavsky
Mr. G. Kay

ALSO PRESENT:

Mr. G. Macaluso
Mr. J. Leuser
Mr. B. Snetsinger
Mr. B. Calder

GUEST:

Mr. P. Barkwell, Law Department

REGRETS:

Alderman H. Merling
Mr. M. Ryder
Mr. A. DiIanni

1. Opening Remarks

The Chairman called the meeting to order at 8:15 a.m. by extending congratulations to Messrs. Macaluso, Snetsinger, Debra Vivian and all other staff members who contributed to the success of the 20th Anniversary celebrations. The Chairman requested that this be conveyed to all staff involved. Congratulations were extended to Alderman Henry Merling, Wendy and Joseph who welcomed a baby girl to their family this week.

A. Operations Committee Tenth Report

MOVED by Mr. Kujavsky, seconded by Alderman Anderson that

**THE OPERATIONS COMMITTEE TENTH REPORT BE APPROVED
AND THE FOLLOWING RECOMMENDATIONS ENDORSED:**

**THAT APPROVAL BE SOUGHT FROM THE CITY OF
HAMILTON TO ALLOW THE ADDITION OF
ADVERTISING PANELS TO THE HAMILTON PLACE
EXTERIOR PYLON SIGN;**

**THAT A CABLING SYSTEM SIMILAR TO THAT
USED TO IMPROVE SAFETY IN HAMILTON PLACE
BALCONIES BE INSTALLED IN THE FACIA OF THE
MEZZANINE SEATING AREA OF COPPS COLISEUM
AT A COST NOT TO EXCEED \$7,500.**

B. Finance and Administration Committee Eighth Report

MOVED by Mr. Nolan, seconded by Mrs. Isbester that

**THE FINANCE AND ADMINISTRATION COMMITTEE EIGHTH
REPORT BE APPROVED AND THE FOLLOWING
RECOMMENDATION BE ENDORSED:**

NOVEMBER 12, 1993	THE 1994 - 2003 CAPITAL BUDGET PROGRAMME WILL BE FORWARDED TO ALL HECFI BOARD MEMBERS WITH AN INVITATION TO ATTEND AT THEIR OPTION EITHER THE OPERATIONS COMMITTEE MEETING ON NOVEMBER 17, 1993 OR THE FINANCE AND ADMINISTRATION COMMITTEE MEETING ON NOVEMBER 18, 1993.
NOVEMBER 17, 1993	A FULL PRESENTATION OF THE 1994 - 2003 CAPITAL BUDGET PROGRAMME WILL BE MADE TO THE OPERATIONS COMMITTEE FOR THEIR REVIEW AND APPROVAL.
NOVEMBER 18, 1993	A FULL PRESENTATION OF THE 1994 - 2003 CAPITAL BUDGET PROGRAMME WILL BE MADE TO THE FINANCE AND ADMINISTRATION COMMITTEE FOR THEIR REVIEW AND APPROVAL.
NOVEMBER, 1993 BOARD MEETING	THE OPERATIONS COMMITTEE AND THE FINANCE AND ADMINISTRATION COMMITTEE WILL RECOMMEND THE 1994 - 2003 CAPITAL BUDGET PROGRAMME TO THE FULL BOARD FOR APPROVAL.

MOTION CARRIED.

C. Community Dinner : Hamilton Gallery of Distinction :
November 17, 1993

MOVED by Alderman Charters, seconded by Alderman Eisenberger that

ON BEHALF OF THE BOARD OF DIRECTORS A TABLE OF TEN BE PURCHASED FOR THE 1993 INDUCTION CEREMONIES AND DINNER NOVEMBER 17, 1993 AT A COST OF \$600.

MOTION CARRIED.

D. Community Dinner : B'Nai Brith, February 7, 1994

MOVED by Alderman Charters, seconded by Alderman Eisenberger that

ON BEHALF OF THE BOARD OF DIRECTORS A TABLE OF TEN BE PURCHASED FOR THE 1994 B'NAI BRITH SPORTS CELEBRITY DINNER FEBRUARY 7, 1994 AT A COST OF \$850.

MOTION CARRIED.

2. Correspondence

MOVED by Mr. Kujavsky, seconded by Mr. Kay that

CORRESPONDENCE INCLUDED IN THE AGENDA PACKAGE AS ATTACHMENT 2 BE RECEIVED.

MOTION CARRIED.

3. Minutes of Regular Meeting Held September 24, 1993

MOVED by Mr. Kay, seconded by Alderman Anderson that

THE MINUTES OF THE REGULAR MEETING HELD SEPTEMBER 24, 1993 BE APPROVED.

MOTION CARRIED.

4. Business Arising From the Minutes

4.1 Financial Results for the Eighth Month Period Ended August 31, 1993

MOVED by Mr. Nolan, seconded by Alderman Eisenberger that

THE FINANCIAL SUMMARY FOR THE EIGHT MONTH PERIOD ENDED AUGUST 31, 1993 BE RECEIVED.

MOTION CARRIED.

4.2 Hamilton Philharmonic Orchestra

The Board reviewed management's October 20th report which advised that the Director of Finance of the Regional Municipality of Hamilton-Wentworth, Mr. C. Mascarenhas, had reported that while the Hamilton Philharmonic Orchestra has requested the Region to provide a guarantee, the Region's Finance Committee referred the issue back to staff to prepare a report to the next Committee which is scheduled to take place November 10, 1993. Mr. Mascarenhas has therefore requested that H.E.C.F.I. extend the deadline from October 31st to the

end of November by which time the Finance Committee and Regional Council will have made a decision respecting the guarantee request. It was

MOVED by Alderman Charters, seconded by Mrs. Dow that

ITEM NUMBER 8) OF THE BOARD'S RECOMMENDATION RESPECTING THE HAMILTON PHILHARMONIC ORCHESTRA WHICH WAS APPROVED AT ITS MEETING HELD SEPTEMBER 24, 1993 BE AMENDED AS FOLLOWS:

- 8) **THE HPO WILL OBTAIN BY NOVEMBER 30, 1993, AN AGREEMENT FROM THE REGION THAT THE LATTER ORGANIZATION WILL GUARANTEE FULL PAYMENT OF ALL AMOUNTS OWING ON PAST INDEBTEDNESS AND FUTURE SERVICE BY THE HPO TO HECFI; and**

THAT THE FOREGOING BE FORWARDED TO THE CITY'S FINANCE COMMITTEE FOR INFORMATION.

MOTION CARRIED.

5. **Private and Confidential**

The Board moved into an In-Camera Session at 8:30 a.m. to discuss matters of a private and confidential nature. It was

MOVED by Mr. DeNardis, seconded by Mr. Kay that

THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 8:30 A.M.

MOTION CARRIED.

MOVED by Alderman Eisenberger, seconded by Mr. Kujavsky that

THE IN-CAMERA SESSION BE ADJOURNED AT 9:15 A.M.

MOTION CARRIED.

The following motion was recommended and carried during the public session:

Retention of Legal Counsel : Hamilton Home Builders ats. Ontario Marketing Productions

MOVED by Mr. Kujavsky, seconded by Mrs. Isbester that

MR. LARRY CULVER BE RETAINED TO DEFEND ONLY THE INTERIM APPLICATION FOR INJUNCTION TO BE LODGED BY ONTARIO MARKETING PRODUCTIONS RESPECTING SPACE IN H.E.C.F.I. FACILITIES; and

THAT THE CITY'S LEGAL REPRESENTATIVE, MR. PETER BARKWELL, PROVIDE H.E.C.F.I. WITH A GLOBAL BUDGET ESTIMATE OF ALL COSTS RELATING TO MR. CULVER'S REPRESENTATION ON H.E.C.F.I.'S BEHALF.

MOTION CARRIED.

Letter of Credit : Hamilton Canucks

MOVED by Mr. Nolan, seconded by Mrs. Isbester that

THE RECOMMENDATION APPROVED BY BOARD MEMBERS IN A TELEPHONE POLL CONDUCTED OCTOBER 8TH AND 12TH, 1993 BE RATIFIED AS FOLLOWS:

THAT A LETTER OF CREDIT OR SOME OTHER FORM OF FINANCIAL GUARANTEE ACCEPTABLE TO H.E.C.F.I. IN THE AMOUNT OF \$20,000. BE FORWARDED BY THE HAMILTON CANUCKS TO COVER THE 1993/'94 SEASON ON OR BEFORE OCTOBER 14, 1993; and

THAT AFTER EACH GAME THE AMOUNT OF \$500. BE DEDUCTED FROM THE SECURITY AMOUNT UNTIL A LEVEL OF \$5,000. IS REACHED AT WHICH POINT IT WILL BE MAINTAINED FOR THE DURATION OF THE HOCKEY SEASON, INCLUSIVE OF PLAY-OFFS.

MOTION CARRIED IN A RECORDED VOTE:

Yeas:

W. Tidball
T. Anderson
F. DeNardis
R. Morrow
G. Kay
M. Dow
C. Nolan
J. Kujavsky
J. Isbester

Nays:

B. Charters
F. Eisenberger

It should be noted that during the telephone poll Alderman Merling voted against the recommendation; Messrs. Ryder and DiIanni voted in favour of the recommendation.

MOVED by Mr. Kujavsky, seconded by Mrs. Dow that

THE IN-CAMERA SESSION BE RECONVENED AT 9:16 A.M.

MOTION CARRIED.

MOVED by Alderman Anderson, seconded by Mr. DeNardis that

THE IN-CAMERA SESSION BE ADJOURNED AT 9:25 A.M.

MOTION CARRIED.

MOVED by Alderman Anderson, seconded by Mr. DeNardis that
THE IN-CAMERA BE RECONVENED AT 9:33 A.M.

MOTION CARRIED. All staff were requested to leave the room.

MOVED by Mrs. Isbester, seconded by Alderman Charters that
THE IN-CAMERA SESSION BE ADJOURNED AT 9:40 A.M.

MOTION CARRIED.

Performance Appraisal : Chief Executive Officer

The Chairman advised that a committee consisting of the Chairman of the Board, the First Vice-Chairman and the Chairman of the Finance and Administration Committee had conducted a performance appraisal of the Chief Executive Officer. The CEO, Mr. Macaluso, was praised for his performance during the past year; the Board extended their wishes for continued success.

Mr. Macaluso thanked Board Members and expressed his wish that the good working relationship which exists between the Board of Directors and staff continue.

6. New Business

6.1 Construction Association/Skills Canada

Mr. Nolan reported that he had discussions with the organizers of the national championships who had advised that Copps Coliseum had been chosen as the venue for three reasons: i) very reasonable staff who had great attitudes and were enthusiastic; ii) better contract terms offered; and a glowing recommendation received from Congress Canada.

6.2 Rollerblading : Copps Coliseum Concourse

Alderman Eisenberger's request that staff consider rollerblading on the concourse of Copps Coliseum was referred to the Operations Committee for review.

7. Other Business

Nil

8. Date of Next Meeting:

Wednesday, November 24, 1993

12:00 Noon

Hamilton Convention Centre, Room 314

H.E.C.F.I. Board of Directors
Regular Meeting
October 22, 1993

Page 12

9. Motion to Adjourn

MOVED by Mr. Nolan, seconded by Mrs. Dow that

THE MEETING BE ADJOURNED AT 9:40 A.M.

MOTION CARRIED.

TAKEN AS READ AND APPROVED

William Tidball, Chairman

Patricia Bennett, Secretary



Hamilton
Entertainment
and Convention
Facilities Inc.

41
101 York Boulevard
Hamilton, Ontario
Canada L8R 8L4
Tel. 416/546-4000
Fax 416/527-6856

Financial Summary For The Nine Month Period Ended September 30, 1993

Actual Results For The Nine Month Period Ended September 30, 1992		(1) Budget	(2) Actual	(3) Favourable < Unfavourable > Budget Variance
\$4,475,635	Revenue	\$5,062,222	\$4,828,098	\$(234,124)
<u>6,904,495</u>	Expenditures	<u>7,045,487</u>	<u>6,740,090</u>	<u>305,397</u>
	Excess of Expenditures Over Revenue From Operations			
<u>\$2,428,860</u>		<u>\$1,983,265</u>	<u>\$1,911,992</u>	<u>\$ 71,273</u>

Comments:

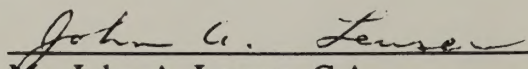
HECFI's municipal contribution was under-expended by \$71,273 (see row 3, column 3 above) for the nine month period ended September 30, 1993. This represents an increase of \$28,628 in the previously reported under-expended municipal contribution at August 31, 1993.

The increase of \$28,628 for the month of September arose primarily from the following:

- (1) a favorable budget variance of \$20,753 from promotions/co-promotions at Hamilton Place (a net profit of \$5,753 was realized whereas a net loss of \$15,000 was budgeted); and
- (2) maintenance expenditures being under budget.

The financial results for the nine month period ended September 30, 1993 do not reflect any provisions for the possible write-off of any significant receivable accounts and the effects of the Province of Ontario's Social Contract legislation.

Please note that it is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly, these financial results do not reflect these costs.


Mr. John A. Leuser, C.A.
Director of Finance and Administration
October 25, 1993

:jm

Attachments

Hamilton Entertainment and Convention Facilities Inc. manages and operates The Hamilton Convention Centre, Hamilton Place Theatre and Copps Coliseum on behalf of The Corporation of The City of Hamilton

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.
CONSOLIDATED STATEMENT OF REVENUE AND EXPENDITURE

	Annual 1993 Budget	Budgeted Operating Results For The nine Month Period Ended September 1993	Actual Operating Results For The nine Month Period Ended September 1993	Favourable/ (Unfavourable) Budget Variance Amount %		Actual Operating Results For The nine Month Period Ended September 1992
	(1)	(2)	(3)	(4)	(5)	(6)
REVENUE						
RENTAL, LICENCE FEES AND SHOW REVENUE	\$1,433,300	\$1,120,982	\$1,225,095	\$104,113	9.3%	\$1,011,597
OTHER RENTALS	\$355,580	\$251,444	\$273,680	\$22,236	8.8%	\$261,020
FOOD, BEVERAGE AND CONCESSIONS	\$2,853,650	\$2,065,406	\$1,525,912	(\$539,494)	-26.1%	\$1,649,535
RECOVERIES	\$1,549,950	\$1,109,063	\$1,306,057	\$196,994	17.8%	\$1,113,814
BOX OFFICE	\$371,220	\$280,537	\$298,300	\$17,763	6.3%	\$221,125
OTHER	\$323,470	\$234,790	\$199,054	(\$35,736)	-15.2%	\$218,544
TOTAL REVENUE	\$6,887,170	\$5,062,222	\$4,828,098	(\$234,124)	-4.6%	\$4,475,635
EXPENDITURES						
OPERATIONS-ADMINISTRATION	\$234,980	\$176,238	\$164,670	\$11,568	6.6%	\$167,570
FOOD AND BEVERAGE	\$2,581,040	\$1,892,013	\$1,593,924	\$298,089	15.8%	\$1,755,145
EVENTS DELIVERY	\$2,348,550	\$1,715,044	\$1,752,326	(\$37,282)	-2.2%	\$1,668,487
BUILDING OPERATIONS	\$1,411,940	\$1,036,862	\$959,797	\$77,065	7.4%	\$870,631
MARKETING AND PROMOTION	\$1,315,490	\$945,554	\$1,043,711	(\$98,157)	-10.4%	\$1,241,805
ADMINISTRATION-CEO/BOARD	\$355,030	\$266,301	\$261,684	\$4,617	1.7%	\$286,564
FINANCE AND ADMINISTRATION	\$871,810	\$653,868	\$618,569	\$35,299	5.4%	\$623,453
BOX OFFICE	\$427,100	\$316,007	\$301,809	\$14,198	4.5%	\$290,840
PROVISION FOR CAPITAL REPLACEMENT	\$43,600	\$43,600	\$43,600	\$0	0.0%	\$0
TOTAL EXPENDITURES	\$9,569,540	\$7,045,487	\$6,740,090	\$305,397	4.3%	\$6,904,495
EXCESS OF EXPENDITURE OVER REVENUE FROM OPERATIONS	\$2,702,370	\$1,983,265	\$1,911,992	\$71,273	3.6%	\$2,428,860
CONTRIBUTION FROM THE CITY	\$2,702,370	\$1,983,265	\$1,983,265	\$0	0.0%	\$2,261,852
UNDER EXPENDED MUNICIPAL CONTRIBUTION	\$0	\$0	\$71,273	\$71,273	0.0%	(\$167,008)

It is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly these financial statements do not reflect the above costs.

141

141

Date		Description		Amount	
1912	Jan 1	Balance		100.00	
1912	Jan 15	Received from A. B. C.		50.00	
1912	Feb 1	Received from D. E. F.		25.00	
1912	Mar 1	Received from G. H. I.		75.00	
1912	Apr 1	Received from J. K. L.		100.00	
1912	May 1	Received from M. N. O.		150.00	
1912	Jun 1	Received from P. Q. R.		200.00	
1912	Jul 1	Received from S. T. U.		250.00	
1912	Aug 1	Received from V. W. X.		300.00	
1912	Sep 1	Received from Y. Z. A.		350.00	
1912	Oct 1	Received from B. C. D.		400.00	
1912	Nov 1	Received from E. F. G.		450.00	
1912	Dec 1	Received from H. I. J.		500.00	
1912	Dec 31	Total		2000.00	

Monday, December 20, 1993

8:00 a.m.

Hamilton Convention Centre, Room 314

ORDER OF BUSINESS

CA4 ON HBL V89

A35

1993

DECLARATION OF CONFLICT OF INTEREST

1. Opening Remarks

ACTION ITEMS

A. Finance and Administration Committee Tenth Report

Attachment A

INFORMATION ITEMS

2. Correspondence

Nil

3. Minutes of Regular Meeting Held November 24, 1993
and Special Meeting November 30, 1993

Attachment 3

3.1 Errors or Omissions

3.2 Motion for Approval

4. Business Arising From the Minutes

4.1 Financial Results for the Ten and
Eleventh Month Periods Ended
October 31, 1993 and November 30, 1993

4.2 CC: Public Rollerblading

GOVERNMENT DOCUMENTS

Attachment 4.1

Attachment 4.2

5. Private and Confidential

5.1 Contractual Matters

6. New Business

7. Other Business

8. Date of Next Meeting: Friday, January 7, 1994
8:00 A.M.
Hamilton Convention Centre, Room 314

9. Motion to Adjourn

OUTSTANDING BUSINESS

Nil

December 17, 1993
Patricia Bennett
Secretary to the Board of Directors



THE UNIVERSITY OF
THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

UNIVERSITY OF THE SOUTH ALABAMA
LIBRARY

A

FINANCE AND ADMINISTRATION COMMITTEE TENTH REPORT

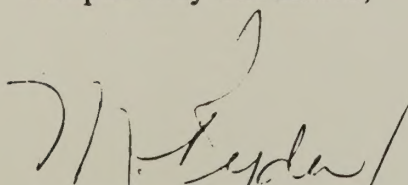
The Finance and Administration Committee presents its **TENTH** Report from its meeting held December 16, 1993 and respectfully requests approval of the following:

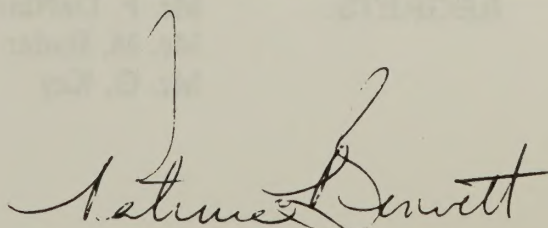
1. Closing of Capital Project Accounts

THAT THE BOARD OF DIRECTORS ADVISE THE CITY FINANCE AND ADMINISTRATION COMMITTEE THAT THE FOLLOWING CAPITAL PROJECT ACCOUNTS SHOULD BE CLOSED, WITH THE EXCESS FINANCING RETURNED TO THE HECFI RESERVE ACCOUNT FOR CAPITAL PROJECTS, WHICH WAS THE ORIGINAL SOURCE OF FUNDING.

Capital Centre Number	Project Description	Authorized Gross Cost	Expended to Date	Balance Available
928941004	Copps Arena - Equipment/Renovations	\$ 97,000	\$ 97,000	\$0.00
928941006	Convention Centre - Furniture/Equipment/Renovations	320,000	320,000	0.00
929051007	Convention Centre - Furniture/Equipment/Renovations	62,000	62,000	0.00
929051006	HECFI - Automated Facilities Management System	75,000	75,000	0.00
929151020	HECFI - Automated Facility Management System	75,000	75,000	0.00
929251005	HECFI Automated Facility Management System	315,000	15,987.20	299,012.80
929351015	HECFI Automated Facility Management System	270,000	0.00	270,000.00
Total:				\$569,012.80

Respectfully Submitted,


 Marvin Ryder, Chair *ph*


 Patricia Bennett, Secretary

3.

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

REGULAR MEETING OF THE BOARD OF DIRECTORS

**Wednesday, November 24, 1993
12:00 Noon
Hamilton Convention Centre, Room 314**

MINUTES

PRESENT: Mr. W. Tidball, Chairman
Alderman T. Anderson, Vice-Chairman
Mayor R. Morrow
Alderman H. Merling
Alderman B. Charters
Alderman F. Eisenberger
Mrs. M. Dow
Mr. A. Dilanni
Mr. C. Nolan
Mr. J. Kujavsky
Mrs. J. Isbester

ALSO PRESENT: Mr. G. Macaluso
Mr. J. Leuser
Mr. B. Snetsinger
Mr. B. Calder

GUESTS: Mr. P. Barkwell, Law Department
Hamilton-Halton Homebuilders
Association Delegation:
Mr. F. Losani
Mr. L. Szpirglass
Mr. D. Condon
Mr. S. Stipsits

REGRETS: Mr. F. DeNardis
Mr. M. Ryder
Mr. G. Kay

1. Opening Remarks

The Chairman called the meeting to order at 12:15 p.m. Board Members were reminded of H.E.C.F.I.'s Christmas Party Monday, December 13, 1993 at the Convention Centre.

In order to facilitate the appearance of a delegation from the Hamilton-Halton Homebuilders Association the order of the agenda was somewhat altered. Items 2, 3, and 4.1 were received by the Board before the meeting went into an In-Camera session at 12:18 p.m.

2. Correspondence

MOVED by Mr. Kujavsky, seconded by Alderman Eisenberger that

CORRESPONDENCE INCLUDED IN THE AGENDA AS ATTACHMENT 2 BE RECEIVED.

MOTION CARRIED.

3. Minutes of Regular Meeting Held October 22, 1993

MOVED by Alderman Eisenberger, seconded by Mr. Nolan that

THE MINUTES OF THE REGULAR MEETING HELD OCTOBER 22, 1993 BE APPROVED.

MOTION CARRIED.

4. Business Arising From the Minutes

4.1 Financial Results for the Nine Month Period Ended September 30, 1993

MOVED by Mrs. Isbester, seconded by Alderman Charters that

THE FINANCIAL SUMMARY FOR THE NINE MONTH PERIOD ENDED SEPTEMBER 30, 1993 BE APPROVED.

MOTION CARRIED.

The Chairman of the Board welcomed Messrs. Losani, Szpirglass, Condon and Stipsits from the Hamilton-Halton Homebuilders Association. The Board moved into an In-Camera Session in order to discuss matters of a private and confidential nature. It was

MOVED by Mrs. Isbester, seconded by Mr. Nolan that

THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 12:18 P.M.

MOTION CARRIED.

The delegation left the meeting at 12:40 p.m.

MOVED by Alderman Eisenberger, seconded by Alderman Merling that

THE MEETING MOVE OUT OF IN-CAMERA AT 1:45 P.M.

MOTION CARRIED.

The following issues were discussed during the In-Camera Session, voted upon and carried during the public session:

Hamilton Philharmonic Orchestra

MOVED by Alderman Charters, seconded by Alderman Merling that

ITEM NUMBER 8) OF THE BOARD'S RECOMMENDATION RESPECTING THE HAMILTON PHILHARMONIC ORCHESTRA WHICH WAS APPROVED AT ITS MEETING HELD SEPTEMBER 24, 1993 AND SUBSEQUENTLY AMENDED AT ITS MEETING HELD OCTOBER 22, 1993 WHICH FACILITATED AN EXTENSION OF THE DEADLINE TO NOVEMBER 30, 1993, BE AMENDED AS FOLLOWS:

- 8) THE HPO WILL OBTAIN BY DECEMBER 31, 1993 AN AGREEMENT FROM THE REGION THAT THE LATTER ORGANIZATION WILL GUARANTEE FULL PAYMENT OF ALL AMOUNTS OWING ON PAST INDEBTEDNESS AND FUTURE SERVICE BY THE HPO TO HECFI; and**

THAT THE FOREGOING BE FORWARDED TO THE CITY'S FINANCE AND ADMINISTRATION COMMITTEE FOR INFORMATION.

MOTION CARRIED.

Non-Union Part-Time Employee Group

MOVED by Alderman Eisenberger, seconded by Mrs. Dow that

EFFECTIVE JANUARY 1, 1994, NON-UNION PART-TIME EMPLOYEES OF H.E.C.F.I. BE GRANTED TWO ADDITIONAL STATUTORY HOLIDAYS, I.E. CIVIC HOLIDAY AND EASTER MONDAY, WHICH WOULD RESULT IN PARITY WITH OTHER EMPLOYEE GROUPS AT H.E.C.F.I.

I.A.T.S.E. Local 129 Contract(s) Extensions

THE TERM OF THE CURRENT I.A.T.S.E. LOCAL 129 COLLECTIVE AGREEMENTS RESPECTING HAMILTON PLACE, HAMILTON CONVENTION CENTRE AND COPPS COLISEUM BE EXTENDED FROM JUNE 30, 1994 TO MARCH 31, 1996 WITH WAGES AND BENEFITS FROZEN AT PRESENT LEVELS.

City of Hamilton Early Retirement Program

THAT H.E.C.F.I. RECOMMEND TO THE CITY OF HAMILTON'S FINANCE AND ADMINISTRATION COMMITTEE THAT H.E.C.F.I. OPT OUT OF THE CITY'S EARLY RETIREMENT PLAN.

MOTIONS CARRIED.

A. Operations Committee Eleventh Report

A motion to amend the recommendation contained in the Operations Committee Eleventh Report deleting the following reference "...and postponing the sound reinforcement system at Hamilton Place for one year to 1995..." was tabled by Mr. Nolan, seconded by Mr. Kujavsky. The motion was defeated.

MOVED by Alderman Charters, seconded by Mr. Kujavsky that

THE 1994 PORTION OF THE CAPITAL BUDGET INCLUDE AN AMOUNT OF \$130,000. FOR THE PURPOSE OF INSTALLING A CASH MANAGEMENT SYSTEM FOR THE FOOD AND BEVERAGE CONCESSION OPERATION AT COPPS COLISEUM.

MOTION CARRIED.

MOVED by Alderman Merling, seconded by Alderman Charters that

THE TEN YEAR 1994 - 2003 PROVISIONAL CAPITAL BUDGET BE APPROVED AS AMENDED, EXCLUDING THE ITEM RESPECTING THE HAMILTON PLACE SPRINKLER SYSTEM AND POSTPONING THE SOUND REINFORCEMENT SYSTEM AT HAMILTON PLACE FOR ONE YEAR TO 1995; and

INCLUDING IN THE 1994 PORTION OF THE CAPITAL BUDGET AN AMOUNT OF \$130,000. FOR THE PURPOSE OF INSTALLING A CASH MANAGEMENT SYSTEM FOR THE FOOD AND BEVERAGE CONCESSION OPERATION AT COPPS COLISEUM AND FORWARDED TO THE CITY'S COMMITTEE OF THE WHOLE AND CITY COUNCIL; and

THAT THE ISSUE OF THE HAMILTON PLACE SPRINKLER SYSTEM BE FORWARDED TO THE CITY'S FINANCE AND ADMINISTRATION COMMITTEE

MOTION CARRIED.

B. Finance and Administration Committee Ninth Report

MOVED by Mr. Nolan, seconded by Mrs. Isbester that

THE FINANCE AND ADMINISTRATION COMMITTEE NINTH REPORT BE APPROVED AND THE FOLLOWING RECOMMENDATIONS ENDORSED:

**1994 OPERATING BUDGET PROCESS
AND TIMETABLE FOR HECFI**

January 13, 1994	The 1994 Marketing Plan, including the 1994 operating budget estimates for revenues and marketing expenditures, would be forwarded to all HECFI Board members with an invitation to attend at their option the regularly scheduled Marketing and Sales Committee meeting on January 20, 1994.
January 20, 1994 Marketing & Sales Committee Meeting	A full presentation of the 1994 Marketing Plan, including the 1994 operating budget estimates for revenues and marketing expenditures, would be made to the Marketing and Sales Committee for their review and recommendation to the HECFI Board which would meet on January 28, 1994.
January 28, 1994 Regular HECFI Board Meeting	The Marketing and Sales Committee would recommend the 1994 Marketing Plan, including the 1994 operating budget estimates for revenue and marketing expenditures to the HECFI Board for approval.
January 28, 1994	The 1994 HECFI Operating Budget would be provided to all HECFI Board members with an invitation to attend at their option a special joint meeting of the Operations Committee and the Finance and Administration Committee to be held on February 2, 1994.

February 2, 1994 Special Joint Meeting of the Operations Committee and the Finance and Administration Committee	A full presentation of the 1994 HECFI Operating Budget would be made to a special joint meeting of the Operations Committee and the Finance and Administration Committee for their review and recommendation to the HECFI Board which would meet on February 11, 1994.
February 11, 1994 Special HECFI Board Meeting	The Operations Committee and the Finance and Administration Committee would recommend the 1994 HECFI Operating Budget to the full Board for approval.

THAT THE FINANCE AND ADMINISTRATION COMMITTEE, UPON REVIEW OF THE OPERATIONS COMMITTEE RECOMMENDATION RESPECTING THE 1994-2003 PROVISIONAL CAPITAL BUDGET (That the ten year 1994-2003 Provisional Capital Budget be approved as amended, excluding the item respecting the Hamilton Place Sprinkler System; postponing the sound reinforcement system at Hamilton Place for one year to 1995; and including in the 1994 portion of the capital budget an amount of \$130,000. for the purpose of installing a cash management system for the food and beverage concession operation at Copps Coliseum and forwarded to the City's Committee of the Whole and City Council), RECOMMENDS THAT THE FINANCING OF THE TEN YEAR PROVISIONAL BUDGET BE APPROVED.

MOTION CARRIED.

6. New Business

Nil

7. Other Business

7.1 Rollerblading : Copps Coliseum

The Director of Operations/Events Delivery was requested to present a report to the next meeting of the full Board on the feasibility of rollerblading in Copps Coliseum.

8. Date of Next Meeting

To be Announced.

9. Motion to Adjourn

MOVED by Mr. Kujavsky, seconded by Mr. DiIanni that

THE MEETING BE ADJOURNED AT 2:00 P.M.

MOTION CARRIED.

TAKEN AS READ AND APPROVED

William Tidball, Chairman

Patricia Bennett, Secretary

**HAMILTON ENTERTAINMENT AND
CONVENTION FACILITIES INC.**

SPECIAL MEETING OF THE BOARD OF DIRECTORS

Tuesday, November 30, 1993

12:00 Noon

Hamilton Convention Centre, Room 314

MINUTES

PRESENT: Mr. W. Tidball, Chairman
Alderman T. Anderson, Vice-Chairman
Mr. F. DeNardis, Second Vice-Chairman
Mayor R. Morrow
Alderman H. Merling
Alderman B. Charters
Alderman F. Eisenberger
Mrs. M. Dow
Mr. C. Nolan
Mr. J. Kujavsky
Mr. G. Kay

ALSO PRESENT: Mr. G. Macaluso
Mr. J. Leuser
Mr. B. Calder

GUESTS: Mr. G. McPhee, Director of Hockey Operations
Vancouver Canucks

REGRETS: Mr. M. Ryder
Mr. A. Dilanni
Mrs. J. Isbester

The Chairman called the meeting to order at 12:10 p.m.

1. Private and Confidential

The Board moved into an In-Camera Session at 12:11 p.m. to discuss matters of a private and confidential nature. The Chairman introduced Mr. George McPhee, Director of Hockey Operations, Vancouver Canucks, to the Board of Directors. It was

MOVED by Mr. DeNardis, seconded by Alderman Charters that

THE MEETING MOVE INTO AN IN-CAMERA SESSION AT 12:11 P.M.

MOTION CARRIED.

MOVED by Mr. Kujavsky, seconded by Alderman Merling that

THE IN-CAMERA SESSION BE ADJOURNED AT 12:45 P.M.

MOTION CARRIED.

The following motion was moved and carried directly following the In-Camera Session:

MOVED by Alderman Merling, seconded by Mr. Kujavsky

THAT THE MANAGING DIRECTOR/CEO, IN CONSULTATION WITH THE CITY'S LAW DEPARTMENT, BE AUTHORIZED TO ENTER INTO AN AGREEMENT WITH THE VANCOUVER HOCKEY CLUB LTD., OR A COMPANY TO BE ESTABLISHED BY THE VANCOUVER HOCKEY CLUB LTD., WHICH WOULD INCORPORATE THE PROPOSED TERMS AND CONDITIONS DOCUMENTED AS APPENDIX "A" OF MANAGEMENT'S NOVEMBER 30, 1993 REPORT; and

THAT THE MANAGING DIRECTOR/CEO BE AUTHORIZED TO ADDRESS, WITH THE VANCOUVER CANUCKS, THE ISSUE OF RECOVERY OF FUNDS FROM DOUBLE HITCH ENTERPRISES LIMITED.

2. Motion to Adjourn

MOVED by Mr. Kujavsky, seconded by Mr. DeNardis that

THE MEETING BE ADJOURNED AT 12:46 P.M.

MOTION CARRIED.

TAKEN AS READ AND APPROVED

William Tidball, Chairman

Joanne Corr, Acting Secretary

Financial Summary For The Ten Month Period Ended October 31, 1993

Actual Results For The Ten Month Period Ended <u>October 31, 1992</u>		(1) <u>Budget</u>	(2) <u>Actual</u>	(3) Favourable < Unfavourable > <u>Budget Variance</u>
\$5,387,779	Revenue	\$5,744,432	\$5,481,312	\$(263,120)
<u>7,842,542</u>	Expenditures	<u>7,944,633</u>	<u>7,509,707</u>	<u>434,926</u>
	Excess of Expenditures Over Revenue From Operations			
<u>\$2,454,763</u>		<u>\$2,200,201</u>	<u>\$2,028,395</u>	<u>\$ 171,806</u>

Comments:

HECFI's municipal contribution was under-expended by \$171,806 (see row 3, column 3 above) for the ten month period ended October 31, 1993. This represents an increase of \$100,533 in the previously reported under-expended municipal contribution at September 30, 1993.

The increase of \$100,533 for the month of October arose primarily from the following:

- (1) higher than budgeted activity levels for Hamilton Place and Copps Coliseum;
- (2) a favourable budget variance of \$57,566 from promotion/co-promotions at Hamilton Place and Copps Coliseum; and
- (3) actual results for box office operations exceeding those budgeted on a net basis by \$25,213.

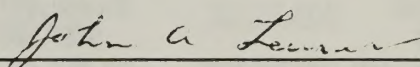
The financial results for the ten month period ended October 31, 1993 do not reflect any provisions for the possible write-off of any significant receivable accounts and the effects of the Province of Ontario's Social Contract legislation.

Finance and Administration Committee

Financial Summary For The Ten Month Period Ended October 31, 1993

Page 2

Please note that it is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly, these financial results do not reflect these costs.



Mr. John A. Leuser, C.A.

Director of Finance and Administration

1993 November 23

:he

Attachment

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.
CONSOLIDATED STATEMENT OF REVENUE AND EXPENDITURE

	Annual 1993 Budget	Budgeted Operating Results For The ten Month Period Ended October 1993	Actual Operating Results For The ten Month Period Ended October 1993	Favourable/ (Unfavourable) Budget Variance Amount %		Actual Operating Results For The ten Month Period Ended October 1992
	(1)	(2)	(3)	(4)	(5)	(6)
REVENUE						
RENTAL, LICENCE FEES AND SHOW REVENUE	\$1,433,300	\$1,228,228	\$1,399,142	\$170,914	13.9%	\$1,234,636
OTHER RENTALS	\$355,580	\$297,123	\$297,474	\$351	0.1%	\$299,499
FOOD, BEVERAGE AND CONCESSIONS RECOVERIES	\$2,853,650	\$2,320,168	\$1,723,923	(\$596,245)	-25.7%	\$1,944,093
BOX OFFICE	\$1,549,950	\$1,311,938	\$1,487,024	\$175,086	13.3%	\$1,389,615
OTHER	\$371,220	\$316,930	\$352,357	\$35,427	11.2%	\$276,854
	\$323,470	\$270,045	\$221,392	(\$48,653)	-18.0%	\$243,082
TOTAL REVENUE	\$6,887,170	\$5,744,432	\$5,481,312	(\$263,120)	-4.6%	\$5,387,779
EXPENDITURES						
OPERATIONS-ADMINISTRATION	\$235,190	\$195,995	\$181,580	\$14,415	7.4%	\$182,950
FOOD AND BEVERAGE	\$2,582,920	\$2,124,762	\$1,774,552	\$350,210	16.5%	\$2,010,025
EVENTS DELIVERY	\$2,350,430	\$1,967,142	\$1,964,956	\$2,186	0.1%	\$1,972,006
BUILDING OPERATIONS	\$1,413,990	\$1,151,290	\$1,060,751	\$90,539	7.9%	\$965,085
MARKETING AND PROMOTION	\$1,317,250	\$1,083,607	\$1,177,986	(\$94,379)	-8.7%	\$1,378,576
ADMINISTRATION-CEO/BOARD	\$355,470	\$296,256	\$287,619	\$8,637	2.9%	\$315,204
FINANCE AND ADMINISTRATION	\$873,240	\$727,711	\$688,010	\$39,701	5.5%	\$693,219
BOX OFFICE	\$427,670	\$354,270	\$330,653	\$23,617	6.7%	\$325,477
PROVISION FOR CAPITAL REPLACEMENT	\$43,600	\$43,600	\$43,600	\$0	0.0%	\$0
TOTAL EXPENDITURES	\$9,599,760	\$7,944,633	\$7,509,707	\$434,926	5.5%	\$7,842,542
EXCESS OF EXPENDITURE OVER REVENUE FROM OPERATIONS	\$2,712,590	\$2,200,201	\$2,028,395	\$171,806	7.8%	\$2,454,763
CONTRIBUTION FROM THE CITY	\$2,712,590	\$2,200,201	\$2,200,201	\$2,375,803	0.0%	\$2,375,803
UNDER EXPENDED MUNICIPAL CONTRIBUTION	\$0	\$0	\$171,806	\$171,806	0.0%	(\$78,960)

It is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly these financial statements do not reflect the above costs.



**Copps
Coliseum**
Victor K. Copps
Trade Centre/Arena

HECFI Corporate Offices
101 York Blvd.
HAMILTON, ONTARIO
CANADA L8R 3L4
Tel. 416/546-4000
Fax 416/527-6856

Financial Summary For The Eleven Month Period Ended November 30, 1993

Actual Results For The Eleven Month Period Ended November 30, 1992		(1) Budget	(2) Actual	(3) Favourable < Unfavourable > Budget Variance
\$6,465,048	Revenue	\$6,506,464	\$6,175,132	\$(331,332)
<u>8,952,401</u>	Expenditures	<u>8,828,360</u>	<u>8,278,869</u>	<u>549,491</u>
	Excess of Expenditures Over Revenue From Operations			
<u>\$2,487,353</u>		<u>\$2,321,896</u>	<u>\$2,103,737</u>	<u>\$ 218,159</u>

Comments:

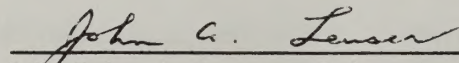
HECFI's municipal contribution was under-expended by \$218,159 (see row 3, column 3 above) for the eleven month period ended November 30, 1993. This represents an increase of \$46,353 in the previously reported under-expended municipal contribution at October 31, 1993.

The increase of \$46,353 for the month of November arose primarily from the following:

- (1) actual expenditures for the Marketing/Sales Department were \$19,139 below budget due mainly to lower than budgeted advertising and promotions activity; and
- (2) actual other costs (primarily cleaning and maintenance) for November were less than anticipated.

The financial results for the eleven month period ended November 30, 1993 do not reflect any provisions for the possible write-off of any significant receivable accounts and the effects of the Province of Ontario's Social Contract legislation.

Please note that it is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly, these financial results do not reflect these costs.



Mr. John A. Leuser, C.A.
Director of Finance and Administration

1993 December 14

:he

Attachment

THE HAMILTON ENTERTAINMENT AND CONVENTION FACILITIES INC.
CONSOLIDATED STATEMENT OF REVENUE AND EXPENDITURE

	Annual 1993 Budget	Budgeted Operating Results For The eleven Month Period Ended November 30, 1993	Actual Operating Results For The eleven Month Period Ended November 30, 1993	Favourable/ (Unfavourable) Budget Variance Amount %		Actual Operating Results For The eleven Month Period Ended November 30, 1992
	(1)	(2)	(3)	(4)	(5)	(6)
REVENUE						
RENTAL, LICENCE FEES AND SHOW REVENUE	\$1,433,300	\$1,420,734	\$1,568,027	\$147,293	10.4%	\$1,466,347
OTHER RENTALS	\$355,580	\$330,178	\$331,055	\$877	0.3%	\$333,232
FOOD, BEVERAGE AND CONCESSIONS	\$2,853,650	\$2,628,302	\$2,027,497	(\$600,805)	-22.9%	\$2,184,964
RECOVERIES	\$1,549,950	\$1,476,395	\$1,627,426	\$151,031	10.2%	\$1,906,106
BOX OFFICE	\$371,220	\$350,214	\$380,040	\$29,826	8.5%	\$309,034
OTHER	\$323,470	\$300,641	\$241,087	(\$59,554)	-19.8%	\$265,365
TOTAL REVENUE	\$6,887,170	\$6,506,464	\$6,175,132	(\$331,332)	-5.1%	\$6,465,048
EXPENDITURES						
OPERATIONS-ADMINISTRATION	\$235,190	\$215,594	\$199,503	\$16,091	7.5%	\$200,609
FOOD AND BEVERAGE	\$2,582,920	\$2,374,700	\$2,025,574	\$349,126	14.7%	\$2,211,436
EVENTS DELIVERY	\$2,350,430	\$2,194,904	\$2,124,506	\$70,398	3.2%	\$2,416,173
BUILDING OPERATIONS	\$1,413,990	\$1,277,654	\$1,169,117	\$108,537	8.5%	\$1,056,674
MARKETING AND PROMOTION	\$1,317,250	\$1,201,440	\$1,288,641	(\$87,201)	-7.3%	\$1,611,965
ADMINISTRATION-CEO/BOARD	\$355,470	\$325,882	\$316,129	\$9,753	3.0%	\$340,975
FINANCE AND ADMINISTRATION	\$873,240	\$800,480	\$751,490	\$48,990	6.1%	\$754,090
BOX OFFICE	\$427,670	\$394,106	\$360,309	\$33,797	8.6%	\$360,479
PROVISION FOR CAPITAL REPLACEMENT	\$43,600	\$43,600	\$43,600	\$0	0.0%	\$0
TOTAL EXPENDITURES	\$9,599,760	\$8,828,360	\$8,278,869	\$549,491	6.2%	\$8,952,401
EXCESS OF EXPENDITURE OVER REVENUE FROM OPERATIONS	\$2,712,590	\$2,321,896	\$2,103,737	\$218,159	9.4%	\$2,487,353
CONTRIBUTION FROM THE CITY	\$2,712,590	\$2,321,896	\$2,321,896	\$0	0.0%	\$2,506,816
UNDER EXPENDED MUNICIPAL CONTRIBUTION	\$0	\$0	\$218,159	\$218,159	0.0%	\$19,463

It is the policy of the City of Hamilton not to charge its departments and its related boards and commissions with their interest and debenture costs nor with their utility and related overhead charges. Accordingly these financial statements do not reflect the above costs.

FOR INFORMATION

MEMO TO: BOARD OF DIRECTORS, HECFI

FROM: Mr. G. Macaluso
Managing Director/CEO

Mr. B. Calder, P.Eng.,
Director of Operations/Events Delivery

DATE: 1993 December 13

SUBJECT: COPPS COLISEUM - Public Rollerblading

RECOMMENDATION:

THAT THE FOLLOWING REPORT BE RECEIVED FOR INFORMATION PURPOSES.

BACKGROUND:

At the 1993 November 24 meeting of the HECFI Board of Directors, staff was directed to prepare a report respecting the concept of utilizing Copps Coliseum for public rollerblade skating.

Three areas within the Coliseum are suitable for rollerblade skating i.e. arena floor, rink level north exhibition hall and the concourse level. Each area has its respective merits and drawbacks as detailed below:

- a) arena floor - most suitable location in terms of safety, security and proximity to adjacent change area
- use restricted to times when the ice surface is not in place which effectively limits use to May through to September

- b) rink level
exhibition
hall
 - area could be utilized twelve months of the year although cost would be incurred on a regular basis to prepare the area for use i.e. remove and reset portable bars, tables and barricade
 - good location in terms of security and proximity to adjacent change area
 - rollerblading area would have to be created within exhibition hall so as to eliminate and protect against potential collisions with structural columns
- c) concourse
level
 - area could be utilized twelve months of the year without incurring significant cost to remove and reset portable equipment
 - good location in terms of size of available space and proximity to adjacent change area
 - labour cost would be incurred to man and secure exit doors; cost also would be incurred to make the area safe for the intended use i.e. barriers would be required to be installed at the top of all stairways servicing the concourse level

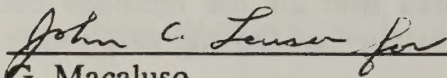
It is staff's opinion that the most appropriate area within the Coliseum for public rollerblade skating is the arena floor, however availability of this area for same is limited. As an alternative, the rink level north exhibition hall could be utilized.

In an effort to determine initiatives taken by other arenas to promote rollerblade skating, twenty facilities in Canada and the United States were surveyed. These facilities included the Halifax Metro Centre, Kitchener Memorial Auditorium, London Gardens, Winnipeg Arena, Saskatchewan Place - Saskatoon, Olympic Saddledome - Calgary, Edmonton Northlands, Vancouver Pacific Coliseum, Knickerbocker Arena - Albany, St. Louis Arena, Miami Arena, Anaheim Arena, Reunion Arena - Dallas, Portland Memorial Coliseum, Pittsburgh Civic Arena, Buffalo Memorial Auditorium, The Omni - Atlanta, Phoenix American West Arena, Seattle Centre Coliseum and The Bradley Centre - Milwaukee.

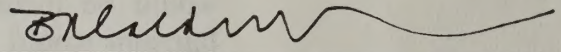
Of the facilities contacted, the Portland Memorial Coliseum was the only arena which offered rollerblade skating to the public. The London Gardens did have rollerblading for three weeks in May of 1993 but terminated the programme due to lack of interest. Both the Edmonton Northlands and Vancouver Pacific Coliseum are planning to have rollerblading in the spring of 1994 but they will be offering it in smaller, adjacent arena facilities.

At the Portland Memorial Coliseum public rollerblading is offered on a weekly basis when their event schedule permits. A \$5.00 admission is charged, skate and equipment rental is available and rollerblading is conducted on a concourse level that encircles the arena. Strict rules and regulations were developed and are enforced regarding safety equipment i.e. helmets and pads, and medical staff are employed. Attendance averages approximately 150 patrons per night.

Should it be decided to proceed with this concept, staff is recommending that we offer public rollerblade skating on a trial basis. The rink level exhibition hall could be utilized initially. As well, during the summer months, the arena surface could be offered for organized team games should interest be expressed.



G. Macaluso,
Managing Director/CEO.



B. Calder, P.Eng.
Director of Operations/Events Delivery



HAMILTON PUBLIC LIBRARY



3 2022 21335379 6